A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 4, 1967

24 U.S. overseas trade promotion dates

Trade restraints in New Zealand

Hemisphere report on Kennedy Round cuts

U.S. share of manufactured exports up

International Trade Winds Newsletter

Company News

PLASTICS—A new company, Anger-Plastic-Verarbeitungs-maschinen Gesellschaft m.b.H. & Co., KG, Vienna, has been formed by Bemis Corp., Minneapolis, and Wilhelm Anger, OHG, Vienna, for the production of machinery for manufacturing and processing plastics, and for the research and development of plastics. The firms will hold equal shares in the joint venture.

CHEMICALS—Kaiser Aluminum & Chemical Corp., Oakland, Calif., and Pakistan's Hyesons Group of Industries have contracted to form a new company, Hyesons Agricultural Chemicals, Ltd., to build a major fertilizer plant in West Pakistan. The contract has been submitted to the Pakistan government for approval. The $65 million plant is designed to produce 340,000 metric tons of ammonia derived urea annually. Kaiser entered the agricultural chemicals business last year when it merged with Southern Nitrogen Co., Inc.

COMMUNICATIONS—Orders for nearly $17 million worth of undersea telephone cable systems to be placed in the Mediterranean and Baltic Seas have been received by Standard Telephones and Cables, Ltd., London-based subsidiary of International Telephone and Telegraph Corp., New York. The systems will connect Spain with Italy, Sardinia with Italy, Sicily with Libya, and Germany with Sweden. The orders call for more than 1000 miles of undersea cable, 114 underwater amplifiers, and all the necessary land-based equipment and spares.

SOFT DRINKS—A new bottling plant has been opened in Panama City by Cia. Pan-Americana de Orange Crush, S.A., the local subsidiary of Crush International, Evanston, Ill. The 86,000 square foot installation will bottle Orange Crush and Old Colony brand soft drinks for the Panamanian market. Locally grown fruits will be used in the manufacture of the drinks. Crush International now has over 900 franchised bottlers in nearly 50 countries.

Eight railroad cars left Nashville recently for New Orleans, carrying four complete dredges on the first step of a journey to Thailand. Shipper was the "E" Award-winning American Marine and Machinery Co.; receiver is the Royal Irrigation Department of Thailand. It's the largest single overseas shipment for AMMCO, which was an exhibitor in the February, 1966 show of mining and safety equipment at the U.S. Trade Center in Bangkok, Thailand.

Summertime was special promotion time at the U.S. Trade Center, Frankfurt. Relations between the Center and American-German business communities were advanced at a show of city-owned historical treasures reflecting Frankfurt's long commercial life. Lack of other museum space has kept these treasures from public view for 25 years. On closing day U.S. Ambassador McGhee and the general managers of 21 U.S. firms in Germany took part in the re-enactment of a 500-year-old merchants' ceremony, dramatizing the involvement of American industry in German communities today.

Every continent was represented among the visitors at the London U.S. Trade Center's packaging machinery and materials exhibition earlier this year. The 30 countries that sent visitors included New Zealand, Haiti and Czechoslovakia, an indication of the prestige of the London Trade Center shows and their effective promotion in the international business community.

Construction machinery exports, excluding military, will amount to about 30% of U.S. 1967 production, and will probably bring an export increase this year of 5% over the 1966 total of $1.073 billion.

An early indication of the impact of the recent Kennedy Round of tariff cuts comes from the U.S. National Association of Purchasing Agents. Fully 10% of the association's membership, according to a survey, plan to increase their foreign purchases, and 2% will buy abroad for the first time. A parallel response may well be expected from abroad.

"Exchange of technical information with our European distributors has always proved most vital." That's why Imperial-Eastman Corp. of Chicago is holding a two-day product seminar this week in Brussels for company reps from six European nations, according to vice-president Albert C. Homer. The company also aims to keep up with recent extensive changes in marketing conditions in Europe.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Four articles of special interest to the international business community are spotlighted this week. A special report beginning on page 2 analyzes the effect of U.S. Kennedy Round concessions on Latin America. The U.S. share of world exports of manufactures rose during the first quarter of 1967, according to the report on page 6. Chances for American manufacturers to show their products in 24 upcoming events throughout the world are outlined on pages 14-17. Changes in New Zealand's economic policy affecting international business operations are described in the feature on page 21.

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Concessions on industrial products should encourage Latin competition with Europe, Japan to penetrate U.S. market.

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After decline in last half of 1966, U.S. share of world exports of manufactured goods is highest in two years.

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U.S. cuts aid Hemisphere

Kennedy Round concessions by U.S. bring gains for Latin traders, U.S. subsidiaries

While only eight Latin American countries—Argentina, Brazil, Chile, Dominican Republic, Jamaica, Nicaragua, Peru, and Trinidad and Tobago—actually participated in the Kennedy Round negotiations, all of Latin America gained from concessions granted by the United States at Geneva. These results should be of particular interest to U.S. businessmen in view of expanded export opportunities for U.S. subsidiaries operating in the Latin countries.

Traditionally, U.S. trade policy on products of primary interest to Latin America has been liberal. In 1965, $1.6 billion, or 46% of total net imports from Latin America, entered the United States duty-free, and the average tariff on dutiable imports was only 7%, as compared to 11.6% on overall U.S. dutiable imports. The sugar quota system has assured higher prices and guaranteed access to the U.S. market.

As a result of the Kennedy Round, U.S. concessions were granted on $252 million of dutiable imports from Latin America, and concessions were made on another $68 million on which duties are temporarily suspended. The EEC, the U.K., Japan, and the Nordic countries also granted concessions on products of interest to Latin America on various commodities, including coffee and cocoa. This somewhat ameliorated existing U.K. and EEC preference systems which, in effect, discriminate against Latin America.

Latin American countries with the potential of becoming exporters of industrial goods will benefit from tariff reductions of 30 to 50% granted by major trading countries on a broad range of industrial goods.

These reductions will become available to Latin American countries through operation of the most-favored-nation principle. For those Latin American countries on the threshold of becoming exporters of industrial goods, the Kennedy Round tariff cuts will provide an opportunity and a challenge to develop competitiveness in order to take advantage of tariff barriers reduced from levels which others faced as they achieved the status of industrial exporters earlier in the 20th century.

Since many of the manufacturers of light machinery, equipment and consumer durables in Latin America are subsidiaries, affiliates or licensees of U.S. international companies, the attractiveness of entering the U.S. market in competition with present European and Japanese suppliers should be heightened by the Kennedy Round concessions on industrial products.

Agreement was reached on a world grain agreement, which is of particular interest to Argentina, and concessions were made on a variety of agricultural commodities.

If dutiable imports plus duty-suspended imports are included in the total, Chile gained the greatest benefit of any Latin American country from U.S. concessions at the Kennedy Round—98% trade cov-

U.S. Kennedy Round concessions' impact on Latin America

	Total U.S. imports	Duty-free imports	% entering duty-free	Pre-Kennedy Round dutiable imports	Trade affected by Kennedy Round concessions	% of dutiable U.S. imports covered **
Argentina	116.5	53.0	45%	63.5	31.9	63%
Bolivia	30.5	19.2	63%	11.3	9.7	87%
Brazil	495.4	398.4	80%	96.9	57.5	87%
Chile	95.3	44.3	46%	51.0*	9.6	80%
Colombia	275.3	210.9	77%	64.4	10.5	78%
Costa Rica	57.0	47.2	83%	9.8	1.2	28%
Dominican Republic	102.8	27.1	26%	75.8	2.0	20%
Ecuador	105.5	93.3	88%	12.2	4.0	87%
El Salvador	48.1	45.1	94%	3.0	.5	92%
Guatemala	66.6	58.0	87%	8.6	.6	15%
Guyana	12.8	7.8	61%	5.0	.2	58%
Haiti	16.9	8.0	47%	8.8	5.1	85%
Honduras	71.6	61.6	86%	10.0	1.8	19%
Jamaica	26.6	3.6	14%	23.0	9.0	78%
Mexico	578.4	203.2	35%	375.2	72.0	26%
Nicaragua	36.0	21.1	59%	14.9	3.1	32%
Panama	58.8	45.2	77%	13.7	.2	2%
Paraguay	11.4	3.9	34%	7.5	6.7	89%
Peru	171.1	63.7	37%	107.4*	15.9	31%
Trinidad and Tobago	84.8	11.5	14%	73.3	1.1	73%
Uruguay	33.1	2.0	6%	31.1	7.0	23%
Venezuela	925.3	138.7	15%	786.6	1.8	83%

*Import duties were temporarily suspended on a number of products prior to the conclusion of the Kennedy Round. Additional U.S. imports of $40.3 million from Chile and $19.7 million from Peru therefore temporarily enter duty free; $36.8 million of the Chilean amount is block copper.
**Excluding sugar and petroleum.

erage. However, on the basis of dutiable imports alone, the offer to Paraguay, with trade coverage of 89%, constituted the best made to any Latin American country.

The following are details of benefits gained by individual countries (see chart for detailed statistical analysis). Data is based upon 1965 U.S. import figures.

Argentina will benefit primarily through 50% tariff cuts on preserved beef in cans ($14.8 million), various types of wool ($7.9 million), and leather ($2.4 million). Average U.S. duty on all dutiable imports, which was 13% before the Kennedy Round, will be sharply reduced.

Bolivia's duty-free exports to the U.S. will be increased to almost 85% by the elimination of duties on tin alloys ($6.7 million). Other U.S. concessions—including leathers ($388,000), Brazil nuts ($1 million), vicuna hair ($252,000), and a 50% cut on tungsten ore ($1 million)—will substantially reduce the tariff on the $4.6 million of imports still dutiable.

Brazil: Full 50% cuts were granted on most items of major interest to Brazil, including castor oil ($10.7 million), preserved beef ($6.5 million), nuts ($6 million), menthol ($2.8 million), leather ($3.7 million), and pig iron ($2.3 million). Average U.S. duty before the Kennedy Round was approximately 11%, and this figure will be substantially reduced.

Chile: U.S. concessions were made on nearly all items of major interest to Chile, constituting the best offer made to any Latin American country (if concessions on duty-suspended imports are included). Effectively duty-free imports amount to $84.6 million (89% of the total), including $44.3 million duty-free and $40.3 million on which rates are suspended. Average U.S. duty before the Kennedy Round was about 6%.

Concessions of value to **Colombia** include duty elimination of hydraulic cement ($1.2 million), and emeralds ($1.1 million), 50% cuts on leather ($2.2 million), and substantial cuts on many textiles ($3.8 million). Average U.S. duty before the Kennedy Round was 6%.

Costa Rica: Major concessions of interest to Costa Rica include flower seeds ($572,000) and cocoa butter ($572,000).

Dominican Republic: U.S. concessions of value to the Dominican Republic will completely eliminate the duty on coconuts ($247,000) and cut in half those on cocoa butter ($761,000), unsweetened cocoa ($110,000), and dasheens ($102,000). The average duty before the Kennedy Round was approximately 10%.

Ecuador: U.S. concessions affecting Ecuador include a binding on $55.3 million of duty-free bananas which, when added to concessions on dutiable imports, results in a total trade coverage of $59.3 million or 56% of total imports. Duties on pyrethrum ($1.7 million) were eliminated and those of tuna ($1 million) and dried bananas ($230,000) cut by 50%.

El Salvador's ratio of free to dutiable commodities imported into the U.S. is the highest of any Latin American country, and will be even higher as a result of the Kennedy Round. Additional duties eliminated include those on sesame seeds ($109,000) and balsams ($361,000).

Guatemala: U.S. concessions of value to Guatemala include total elimination of duties on sesame seeds ($305,000), and duty reductions on distilled oil ($80,000) and various textiles ($262,000).

Guyana: Because approximately $4 million of the $4.26 million in 1965 imports from Guyana constituted sugar, extensive U.S. concessions were impossible. U.S. concessions of interest to Guyana did, however, include 50% cuts on leather ($39,000) and milled rice ($47,000), as well as cuts on bauxite, aluminum oxide, manganese ore, lumber and aluminum hydroxide—all items on which duties are presently suspended. If sugar imports are excluded from the total, effectively dutiable imports are only $272,000. It is also important to note that, if imports on which rates are temporarily suspended are included and sugar excluded from the total, 90% of total dutiable imports are covered by the concessions.

Haiti: U.S. concessions of interest to Haiti include elimination of the duty on chocolate ($719,000), 50% cuts on bran ($544,000), abaca braid ($100,000), baseballs ($322,000), and leather ($162,000), and cuts on about $500,000 worth of fabrics. Average U.S. duty before the Kennedy Round was around 8%.

Honduras: U.S. concessions benefiting Honduras include the elimination of duties on coconuts ($183,000), pine lumber ($1.2 million), and wood siding ($126,000), and binding the free duties on $43.9 million worth of bananas. If the latter is included, total trade covered by concessions rise to $45.7 million, or 64% of all imports into the U.S. from Honduras.

Jamaica: Concessions of interest to Jamaica include the elimination of duties on coconuts and coconut meats ($190,000), and sizable cuts on most textiles ($5.8 million), footwear ($450,000), baseballs ($321,000), iron and steel articles ($330,000), and buttons ($202,000). Average duty before the Kennedy Round was 13%.

Mexico: Concessions of importance to Mexico cover a wide range of imports, including steel plates ($11.2 million), selected textile products ($3.9 million), dowels ($1.6 million), ceramic floor tiles ($2.7 million), zinc ($1.6 million), and barium sulfate ($1.4 million). Average duty before the Kennedy Round was 7%.

Nicaragua: Concessions of benefit to Nicaragua include the elimination of duties on sesame seeds ($1.9 million) and coconuts ($36,000), and binding the free rate on bananas ($892,000).

Panama: Concessions of value to Panama include meso-inositrol ($22,000) and emeralds ($14,000), plus binding of the free rate on $33.4 million of bananas. If the binding on bananas is included, 57% of total imports are covered by the concessions.

Paraguay: The U.S. concessions of interest to Paraguay constitute the best trade coverage of any Latin American country, based on dutiable imports alone. Principal concessions are canned beef ($6.3 million) and leather ($253,000). Average U.S. duty before the Kennedy Round was 13%.

Peru: U.S. concessions of value to Peru include the elimination of duties on vicuna hair ($5.4 million), and cadmium ($865,000), and duty reductions on fish ($1 million), barium sulfate ($1 million), tungsten ore ($878,000) and sperm oil ($739,000). If concessions on both dutiable and duty-suspended imports are included, $35.6 million, or 50% of trade is covered. Average U.S. duty before the Kennedy Round was 9%.

Trinidad and Tobago: U.S. concessions benefiting Trinidad and Tobago were granted on bitters ($429,000), naphthenic acids ($182,000) and cotton garments ($116,000).

Uruguay: U.S. concessions of interest to Uruguay were substantially reduced in the final days of the Kennedy Round as a result of wool withdrawals. However, 50% cuts were granted on preserved beef in cans ($4.2 million), canned sausages ($404,000), leather ($856,000), and some types of wool ($1 million).

Venezuela: U.S. concessions of value to Venezuela will significantly reduce nearly all duties now above 3% on imports from Venezuela and include chlorine ($106,000) and ingots ($144,000). Average U.S. duty prior to the Kennedy Round was 3%.

Trade shows, customized designs helped increase exports, won E's for two Washington State firms

Use of local languages also aided Belshaw Brothers and Laucks Labs, makers of bakery, wood treating items

Two Washington State manufacturing firms dealing in specialized products have received Presidential Export "E" Awards for successful foreign sales promotion: Belshaw Bros., Inc., of Seattle, manufacturers of bakery equipment for making doughnuts, cupcakes and pancakes, and Laucks Laboratories, Inc., of Redmond, makers of electronic equipment for measuring and controlling moisture in forest products.

Belshaw Bros. has established international markets for its bakery and restaurant equipment through executive travel, trade show participation, market research, individual tailoring of credit terms and product design to meet customers' requirements, and use of local languages in advertising and instruction manuals.

Company exports have increased in the past four years from 8% to 19% of total business. Belshaw now exports to Europe, Africa, the Far East and Latin America.

Prior to 1956, only a few Belshaw donut machines had been exported. Inquiries from foreign countries made company officials aware of the potential of marketing equipment abroad on a larger scale.

Export program begun

After studying information obtained from the Department of Commerce, and discussing prospects with other companies that were exporting, Belshaw decided to embark on an export marketing program.

In 1957 Belshaw obtained an established combination export agent in San Francisco. The agent, who represented other food handling equipment manufacturers, directed all international market development, advertising, trade shows, credit, collection and shipping.

As the overseas market developed, Belshaw found it necessary to have agents in various countries. The president and other company executives helped in the selection of agents through extensive travel and interviews and follow-up of contacts made at trade shows and trade centers. In general, Belshaw found little need for exclusive agents. The exceptions were Japan, Australia, Norway and Germany, where exclusive agencies cover only one of two models of machines.

In 1963 Company President Thomas Belshaw made a trip to Great Britain and Europe. He contacted dealers and users of Belshaw equipment to become better acquainted with local ingredients available, market acceptance and servicing problems.

By 1965, Belshaw had decided to have various departments of the company perform export transactions, and retained the export agent in a consulting capacity.

Spare parts policy

Belshaw customers are urged to purchase spare parts service kits with the original equipment to eliminate the possibility of having production held up for any length of time due to breakdowns. The company communicates directly with the customer regarding parts and service problems to minimize confusion. Even major problems can be solved within a day or two by means of telephone or cable, and air freight.

The company has set up assembly and limited manufacturing operations in cooperation with its agents in several countries. This usually has been due to either a request for a special product or a design change, or prohibitive import duty in a particular country. Under this type of arrangement, Belshaw ships the equipment partially assembled and then locally manufactured parts are added to complete the unit.

Belshaw has found product design to be a fruitful area for future market development. Originally, export models with special electrical specifications were used for producing only the customary American donut.

Company executives, through extensive travel and exposure to markets, have recognized the necessity of modifications in equipment to suit the needs of foreign localities. Executive travel, for market research, selection of agents and participation in trade shows, has gradually increased to some 100,000 miles per year in the various phases of foreign trade development.

Belshaw uses all methods of shipment, but has found air freight most advantageous through availability of service, speed and reasonable rates. Belshaw believes that fast delivery maintains the best relationships between factory and dealer, dealer and customer.

Belshaw cooperates with its agents in producing advertising, sales sheets, and pamphlets in foreign languages, and furnishes photographs and drawings for use by the agents. An 8 mm. motion picture of equipment in production is available on loan to the agents. Special instruction manuals are shipped with the export models which give temperatures and weights in the metric system.

Upon receipt of the inquiry or order, a pro-forma invoice is issued showing c.i.f. prices and indicating terms of credit acceptable to Belshaw's credit department. Credit reports are received from the World Trade Directory and/or Dun & Bradstreet. Belshaw considers it important to give respect and consideration to any types of terms that are suggested by the buyer. In most cases the slower pace of foreign business gives sufficient time to set up credit terms that are acceptable to both parties. Business is also transacted by letters of credit, sight drafts, open account and open account backed up with period notes.

Trade shows helpful

Belshaw has found industry shows and Department of Commerce trade shows to be the most effective method of product promotion, and has participated in exhibits in England, Japan, Algeria, Bulgaria, Germany, Thailand, Venezuela, Spain, Sweden, Taiwan and Italy since 1964.

Company President Thomas E. Belshaw accepted the "E" certificate and flag at the annual meeting of the Seattle Area Industrial Council. The award was presented by Goodwin Chase, chairman of the Seattle REEC, on behalf of Secretary of Commerce Alexander B. Trowbridge. The following day another presentation ceremony was held at the Belshaw plant, and export employees received "E" lapel pins.

Laucks Laboratories, Inc., of Redmond, has successfully promoted foreign sales of its electronic equipment through product adaptation to meet varying requirements, participation in international trade fairs, publication of indigenous language operations and service manuals, and fast delivery of spare parts.

Laucks Laboratories, which began in 1908 as an assay office, today employs engineers and technicians throughout North America, the Orient and other Pacific-Rim countries.

In two years, from 1964 to 1966, company export sales more than doubled—from 8% to 17% of total company business.

Laucks Sentry International, a European affiliate, assembles and distributes Laucks equipment throughout Scandinavia, Central Europe, the Mediterranean countries and Africa.

As a result of advertising extensively in various trade journals of the forest products industry, Laucks received inquiries from potential agents throughout the world. Those selected as agents are provided with a demonstration model, spare parts on consignment, literature, prompt replies and answers to all questions, and laboratory tests on various species of wood from any country of the world.

Customers invited to U.S.

Agents and customers visiting the United States are invited to the company plant to see Laucks equipment being made, are taken to mills in the vicinity to view the equipment in operation, and otherwise assisted in making their visits informative.

In an effort to adapt its product to individual specifications, Laucks has developed a solid-state, manual checkout control console which contains easily replaceable plug-in modules. The control and indicator titles are labeled in three languages: English, French and German. A variable voltage transformer is incorporated into the circuitry to accommodate the varying line voltages in each country. The manual checkout enables plant personnel to locate any trouble easily and quickly.

Laucks Sentry International in Krefeld, Germany, manufactures custom-made parts, giving customers exactly what is needed for a particular application. Technical drawings are furnished to enable mills to build their own heavy support frame for the electrode. All agents have a supply of spare parts, so that no interruption in service will be encountered. All agents have competent engineers available to install and service machines.

In an effort to enable customers to take advantage of economical tariff rates, Laucks has provided agents with complete, up-to-date export price books to keep customers abreast of costs.

Laucks has participated in trade fairs in Sweden, West Germany and Japan to meet customers and discuss their needs, and to explain how to achieve advantages and savings in production schedules and how to obtain a superior quality product through use of the company's moisture detectors. An operating model is displayed, and large photographs and multilingual advertising literature are used.

To meet European competition, Laucks has also advertised in foreign language magazines, permitted trial installations, and provided top servicing.

Operations and service manuals are printed in French, English, German and Chinese (for Malaysia) to meet the needs of customers. All letters written by Laucks agents are in a language understood by the customer.

Last year Laucks conducted a market survey to obtain concrete evidence of future sales potential.

The "E" award was accepted by Company President G. S. Giovanelli at the Seattle Area Industrial Council meeting.

TRADE VISITORS FROM JAPAN—Three officials of Japan's Ministry of International Trade and Industry toured Allis-Chalmers Mfg. Co.'s West Allis, Wis., plant recently. Later R. E. Horn (left), of the company's International Division, discussed the farm tractors produced at the plant with the aid of a scale model, pointing out features to (from left) Messrs. Y. Katayama, Keizaburo Owada and Ikuo Saotome.

Conference on Middle East to include business panel

George Ballou, of Standard Oil Co. of Cal., will lead a business panel discussion at the Middle East Institute's 21st Annual Conference at Georgetown University Sept. 29-30.

The conference, on the theme The Middle East: Horizons in Science and Technology, will also include panels on education and government, and speeches by Charles Frankel, Assistant Secretary of State for Educational and Cultural Affairs, and James E. Webb, Administrator of NASA.

For further information, **write:** Conference Office, Middle East Institute, 1761 N St. NW., Washington, D.C. 20036.

BCIU plans international executive courses for fall

The Business Council for International Understanding (BCIU), in cooperation with the American University, has scheduled two international studies courses for the remainder of 1967. The institutes are conducted at the university's School of International Service in Washington, D.C. Sessions will be held from Sept. 18 to Oct. 3 and from Nov. 13 to Dec. 9.

The four-week courses include specialization on any area of the world; study of national differences; free enterprise in its world perspective; analysis of economic, labor, political, and social systems; techniques of representing the employer and interpreting the U.S. to others; orientation sessions for wives; and private consultations with country specialists.

Write Business Council for International Understanding, 420 Lexington Ave., New York, N.Y. 10017.

U.S. share of total world exports of manufactured goods rebounded during first quarter of 1967

Jump to 23.5% share reversed declines of last half of 1966; value of U.S. shipments also hit all-time high of $5.2 billion

Reversing declines in the last two quarters of 1966, the U.S. share of world exports of manufactures to third markets increased to 23.5% in the first three months of this year. This was the highest quarterly share recorded during the past two years with the exception of Apr.-June 1965, when our position was abnormally high due to the surge of shipments following settlement of the U.S. longshoremen's strike.

The value of U.S. manufactures shipped abroad in the first quarter of the year rose to a new peak of $5.2 billion, 3% higher than in the preceding three months, though a seasonal downturn is normally expected. In contrast, exports of these goods from other major suppliers declined by 5%.

As a consequence, the U.S. proportion of the market increased by a significant one and one-half percentage points, as shown in the accompanying table. Compared with the first and second quarters of last year, however, this year's gain was less than half a point.

The improved performance of U.S. exports was attributable in part to the continued expansion of demand in Canada and Japan, which are of greater importance to this country than to other exporters and, conversely, to the weakening of demand in several countries of Western Europe which are key outlets for our leading competitors. Moreover, the increased ability of U.S. industry to fill foreign orders, as domestic expansion slowed, helped our exports to expand and strengthened our share position.

Widespread rise

Higher sales and shares were reported in most major categories of U.S. manufactures in Jan.-March. Shipments of transport equipment failed to advance further in value, but our relative standing improved as other countries' exports of these products declined sharply. Except for chemical exports, which rose marginally, shipments of all important commodity groups from our competitors to third markets were lower in value than in Oct.-Dec. 1966.

A major factor accounting for the higher U.S. share of exports of manufactured goods in the first quarter was the strong demand for nonelectric machinery. After falling for two quarters, the U.S. portion of the world market for these goods expanded sharply to 31.1% as sales registered a 6% advance.

Most of the rise in nonelectric machinery deliveries stemmed from larger U.S. exports of agricultural machinery, cooling equipment, and computers.

Spurred by larger deliveries abroad of our telecommunications apparatus, the U.S. share of world electric machinery exports advanced to 26%, nearly two percentage points above the level of the preceding quarter. Much of the relative improvement in market position, however, was a result of the sizable decline in electric machinery sales by other exporting nations.

Aircraft gains

With competitors experiencing a substantial fall-off in transport equipment sales, the U.S. position gained by nearly 2½ points despite a leveling in shipments. Our exports held at the high fourth quarter value principally because a large increase in deliveries of civilian aircraft offset a seasonal decline in shipments of motor vehicles.

Stimulated by larger exports of copper and aluminum, as well as by increased deliveries of iron and steel-mill products, mainly as a result of growing AID-financed shipments to Pakistan, U.S. shipments of miscellaneous other manufactures rose by 4% in the first quarter. The rise in share of more than one percentage point reflected a drop of nearly $400 million in shipments of this product group by our competitors.

Despite a modest rise in chemical sales in the first quarter, the U.S. share of world exports to third markets remained unchanged. High levels of domestic demand, strong competition from foreign producers, and growing sales by U.S. subsidiaries abroad held the expansion in shipments to the same rate as that shown by the other major exporting countries of the world.

U.K., Italy gain

Among the U.S.'s five top competitors, the United Kingdom and Italy showed gains of nearly half a point in their share of exports to markets outside the United States. The advance in Britain's share of the transport equipment market was a key factor in the improvement of its position. Better relative performance in electric machinery and chemicals accounted for most of the boost in Italy's share.

France also showed a slight gain in position in the first quarter of the year. Japan, on the other hand, sustained the biggest share loss. The drop of more than a percentage point was a consequence largely of a seasonal falloff in sales of traditional Japanese export commodities.

FOOD PROCESSING MACHINERY is subject of export expansion promotion recently in Mexico City, where A. B. McLauchlan, Inc., showed strawberry grader/slicer at U.S. EXPO-META show.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports (million dollars)	U.S. (% share of world exports to foreign markets [1])
Manufactures, total		
1964 1st quarter	3,944	23.9
2nd	4,160	23.8
3rd	3,891	23.5
4th	4,409	23.1
1965 1st [2]	3,776	21.0
2nd	4,725	24.2
3rd	4,113	22.6
4th	4,674	22.3
1966 1st	4,662	23.1
2nd	4,902	23.3
3rd	4,544	22.6
4th	5,044	22.0
1967 1st	5,205	23.5
Chemicals		
1964 1st quarter	553	26.9
2nd	582	26.4
3rd	606	28.2
4th	623	26.7
1965 1st [2]	501	22.1
2nd	642	25.8
3rd	612	25.6
4th	647	25.4
1966 1st	632	24.3
2nd	683	25.1
3rd	689	25.4
4th	672	23.5
1967 1st	685	23.5
Nonelectric machinery		
1964 1st quarter	1,132	31.6
2nd	1,199	31.5
3rd	1,095	31.5
4th	1,228	30.9
1965 1st [2]	1,062	28.8
2nd	1,423	33.4
3rd	1,186	30.8
4th	1,373	30.4
1966 1st	1,351	30.7
2nd	1,444	31.1
3rd	1,318	29.9
4th	1,434	28.9
1967 1st	1,519	31.1
Electric machinery		
1964 1st quarter	416	27.8
2nd	405	25.4
3rd	381	25.4
4th	463	26.1
1965 1st [2]	377	23.0
2nd	444	25.3
3rd	398	24.1
4th	442	23.6
1966 1st	448	25.1
2nd	486	25.9
3rd	459	25.6
4th	506	24.2
1967 1st	520	26.0
Transport equipment		
1964 1st quarter	740	28.4
2nd	783	28.6
3rd	695	28.8
4th	832	27.8
1965 1st [2]	778	26.3
2nd	907	28.9
3rd	735	28.1
4th	891	27.2
1966 1st	918	29.4
2nd	927	28.5
3rd	787	28.1
4th	1,083	28.7
1967 1st	1,084	31.1
Other manufactures		
1964 1st quarter	1,103	16.3
2nd	1,191	16.6
3rd	1,114	15.9
4th	1,263	15.8
1965 1st [2]	1,058	14.2
2nd	1,309	16.6
3rd	1,182	15.4
4th	1,321	15.1
1966 1st	1,313	15.8
2nd	1,362	16.0
3rd	1,291	15.3
4th	1,349	14.6
1967 1st	1,397	15.7

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures, except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from the 15 major industrial countries. These nations, which accounted for 78% of world exports of manufactures to foreign markets in 1965, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

[2] Affected by U.S. longshoremen's strike.

Conference sets up commission to study LAFTA-CACM union

A Coordinating Commission made up of representatives of both organizations has been set up to devise methods for combining the Latin American Free Trade Association (LAFTA) and the Central American Common Market (CACM) into a Latin American Common Market.

The Coordinating Commission will initiate studies and prepare recommendations for merging the two systems. The other non-affiliated Latin American states will be allowed to send representatives to the Coordinating Commission meetings. To assure maximum consensus on the integration issues, the Coordinating Commission will be able to convoke meetings at the Ministerial level.

In addition to cooperating with the LAFTA and CACM Secretariats, the Coordinating Commission may call upon the Inter-American Economic and Social Council, the Economic Commission for Latin America and the Inter-American Development Bank.

Formal acceptance of the agreement is required by both the LAFTA and CACM associations.

These decisions were reached at the first meeting between officials of the two groups, pursuant to the declaration on economic integration issued by the Punta del Este summit meeting, which took place at San Jose, Costa Rica, in July.

AMA training sessions to study South America

The business outlook in South America will be reviewed for U.S. firms at two American Management Assn. sessions.

A briefing session on The Challenge of Brazil—Business Opportunities and Problems at New York's St. Regis-Sheraton Hotel Sept. 27-29 will outline the current political climate and the economic impact of new trade regulations. Case histories of successful U.S. ventures in Brazil will be included.

From Oct. 4-6, a workshop seminar at AMA's New York headquarters will discuss Business Operations Today in Argentina, Chile and Uruguay.

Write: American Management Association, Inc., 135 West 50th Street, New York, N.Y. 10020.

Foreign Market Report Service releases 100 additional titles

World-wide trade prospects for individual commodities furnished by U.S. commercial specialists overseas

The Foreign Market Report Service has announced the availability of 100 more special reports submitted by U.S. commercial personnel overseas. These reports cover trade prospects for individual commodities throughout the world. These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Earlier listings appeared in the April 17, May 15, June 12, July 24 and Aug. 14 issues. The reports vary in length from one to 42 pages.

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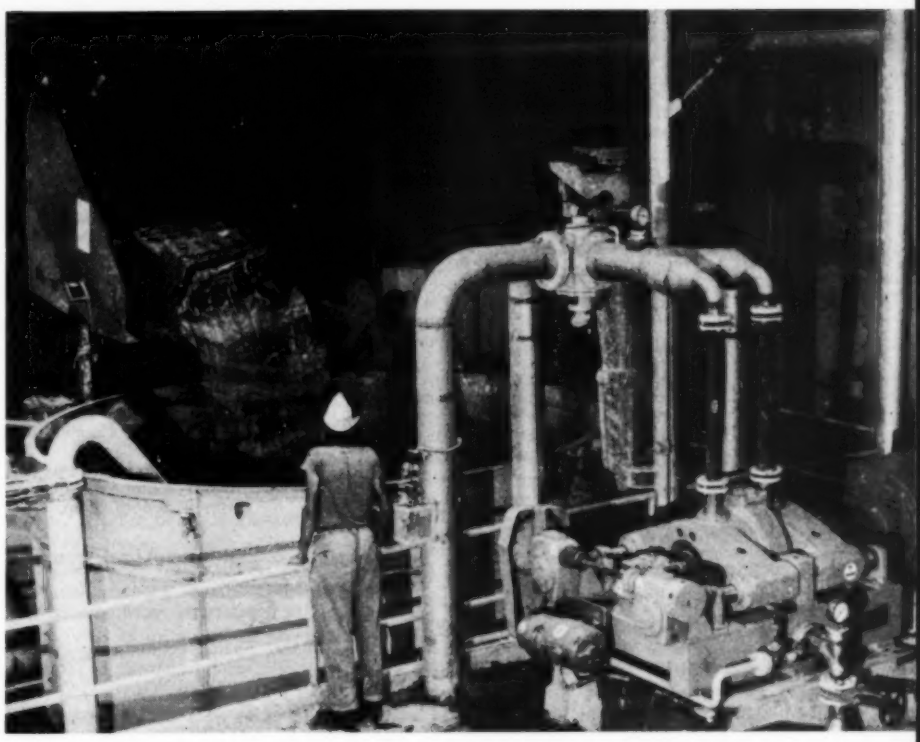

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SPECIAL REPORT

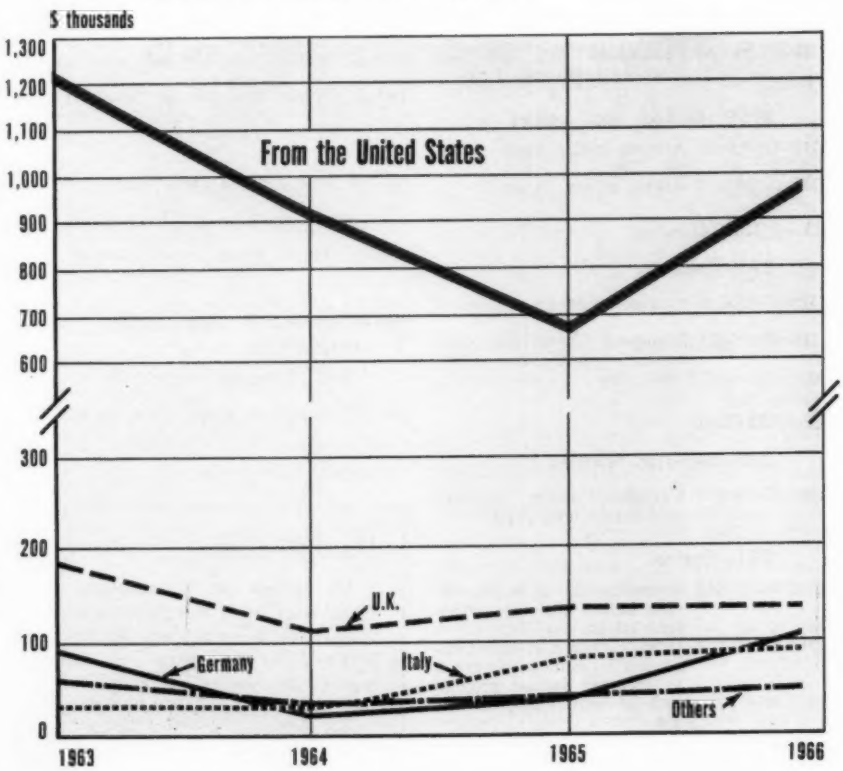
(Export Market Guides)

The following report is available, on request, and an no charge, from the Commercial Intelligence Division, Bureau of International Commerce, Washington, D.C. 20230.

358—**Japanese** Hospital Market Growing—Institutional Hospital Equipment and Supplies

THIS CHART WAS BASED on tabular data contained in DIB 67-08-031, listed elsewhere on this page. This is typical of the types of information available in many of the Foreign Market Reports listed each month.

Chile's Agricultural Equipment Suppliers



Second quarter payments balance held own on liquidity basis, was $1 billion better on reserve basis

Strong increase in liquid liabilities to private foreign accounts was chief factor in different performance of two measurements

Preliminary second quarter figures for the international transactions of the United States showed little change in the balance measured on the liquidity basis, after adjustment for seasonal variations, according to the Department of Commerce. However, the seasonally adjusted balance measured on the official reserve transactions basis, which was exceptionally adverse in the first quarter, improved by about $1 billion.

The difference between the $1 billion improvement in the official reserve transactions basis and the relatively small improvement in the liquidity balance was in large part due to two developments:

- Acquisitions of long-term time deposits, time certificates and similar assets by foreign official organizations rose from $306 million in the first quarter to $607 million in the second. These acquisitions resulted in a statistical improvement of $300 million in the balance measured on the liquidity basis, but had no effect on the balance measured on the official reserve transactions basis.
- A change of more than $1.2 billion in the movement of liquid liabilities to foreign private accounts, from a net decline of about $960 million to a net increase of nearly $280 million.

Reserve assets up

Official reserve assets increased $419 million during the quarter. This change reflected mainly a $424 million rise in convertible currencies; the U.S. gold tranche position in the IMF improved by $10 million but gold holdings declined by $15 million. The rise in convertible currency holdings followed a decline of more than $1 billion in the first quarter of the year. The $5 million drop in the total of gold and gold tranche assets was the smallest decline since the middle of 1961.

Liquid liabiilties to foreign residents and international organizations increased, however, by $614 million. This amount included a rise of $518 million in foreign official accounts and a $96 million rise in the accounts of other foreign official residents and international organizations other than the IMF.

The Commerce Department's Office of Business Economics reported that the second quarter balance measured on the liquidity basis, which combines the changes in U.S. official reserve assets and in liquid liabilities to all foreign residents and international organizations, was adverse by $195 million, and after seasonal adjustment by $513 million. This compares with a seasonally adjusted adverse first quarter balance of $536 million.

The second quarter balance measured on the official reserve transaction basis, which combines the changes in official reserve assets with the changes in all liabilities to foreign official organizations, was adverse by $699 billion, and after seasonal adjustment by $830 million. This compares with a seasonally adjusted adverse balance of $1,825 million in the first quarter.

Major international transactions for which data are now available show some improvement from the first quarter. The export balance on nonmilitary merchandise trade rose about $135 million, and capital flows through security transactions and bank credits had a favorable swing of over $100 million, from a net outflow in the first quarter to a net inflow in the second quarter. U.S. Government cash receipts associated with military sales contracts also increased.

The improvement in the nonmilitary merchandise trade balance resulted from a decline of over $100 million in imports and a small rise of $30 million in exports. Second quarter exports were at a seasonally adjusted annual rate of $30.9 billion, imports at $26.3 billion, resulting in a trade balance at an annual rate of about $4.5 billion. For the year 1966, exports were $29.2 billion, imports $25.5 billion, and the trade balance was $3.7 billion.

The drop in imports in the second quarter had been preceded by a leveling off in the first quarter, after a rise that had persisted since 1961. The decline in U.S. requirements for industrial materials resulting from lower industrial production and from the drop in inventory accumulation as well as the increased availability of U.S. manufacturing capacity were important factors in reducing demand for imports. Purchases of industrial supplies from abroad declined $115 million, and imports of machinery showed the first significant drop in several years. Foodstuff imports also declined after a temporary rise in the first quarter.

The small rise in nonmilitary exports was largely in agricultural goods. These exports increased $40 million in the second quarter, but were still below the 1966 quarterly average. Nonagricultural exports, on the other hand, which expanded rapidly in the previous quarter, remained nearly stable in the second quarter.

Exports appear to have been affected by foreign business developments. Business expansion in Western Europe and Canada was at a considerably slower rate than last year, but remained strong in Japan. Exports may also have been held down by a decline in aid-financed shipments to Asia.

The decline in liabilities to foreign private accounts during the first quarter reflected the easing of credit conditions in the United States, which made it possible for domestic banks to relax their efforts to attract dollar deposits through their foreign branches.

Another factor was the improvement in the balance of payments of the United Kingdom and in confidence in the ability of British authorities to maintain the current exchange rate of the British pound. This improvement resulted in a shift of liquid dollar liabilities from foreign private accounts to official U.K. accounts.

Claims on foreigners reported by U.S. banks rose $170 million in the second quarter, after seasonal adjustment. This was the first increase in claims since the second quarter of 1966, and probably reflected the easing of money market conditions here. Nevertheless, at the end of June bank loans to foreigners were still about $420 million below the suggested ceiling under the voluntary balance of payments program.

Complete balance of payments tables and their analysis will be published in the September issue of the *Survey of Current Business*. The magazine is available from field offices of the Dept. of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at an annual subscription price of $6, including weekly supplements; single copy 45¢.

New IMF currency proposal seen as help to growing world trade

U.S. supports plan that can build better monetary reserves; actual use hinges upon condition of our balance-of-payments

A new world currency proposal worked out by major nations of the International Monetary Fund has important aspects for the U.S. export community:

- By providing for eventual creation of a new type of international reserve asset acceptable in transactions between nations, it can help to prevent the current rapid growth of world trade from being slowed by an insufficiency in the traditional reserve assets.
- It has the support of the U.S. Government, as a step toward the goal of an improved world monetary system.
- Practically speaking, it may not come into actual use until the U.S. solves its balance-of-payments problems.
- Ratification of the proposal by IMF members will probably require at least another year.

This perspective on the proposal of the IMF's "Group of Ten" nations was supplied by staff members of the Commerce Department's Bureau of International Commerce.

Ministers of the ten nations agreed at a London meeting last month on the plan for reform of the international monetary system.

Their agreement was the culmination of a four-year effort by the ten nations to devise something that would supplement gold, dollars and pounds as the reserves that countries hold to meet their international obligations.

It is seen as one of the most significant events in this field since the 1944 conference in Bretton Woods, N.H., at which the foundations for the postwar international financial system were laid.

That system has been built around gold, the British pound and the dollar. The new plan will supplement the Bretton Woods system by adding a new type of international reserve asset that IMF members can use in case of need to make payments to other countries.

Some American officials regarded it as a step that may eventually lead to a transformation of the International Monetary Fund into a world central bank with the power to regulate the flow of international credit in somewhat the same way as the Federal Reserve System regulates the domestic money supply in the United States. Such an evolution might take decades.

The new plan is based on special drawing rights in the 106-nation International Monetary Fund.

Neither money nor credit in the usual sense, the special drawing rights will exist on the books of the Fund. Governments will be able to use the rights to settle accounts among themselves.

Accounts now are usually settled in gold, dollars or pounds. A country spending more than it is earning can usually borrow from the Fund's pool of currencies supplied by the member nations. This traditional type of drawing right will not be impaired or reduced by the creation of the special drawing rights.

To the extent that the new drawing rights will allow nations to pursue expansionist economic policies and avoid deflation, they will stimulate world trade by allowing the recipients to buy more from other countries.

The plan is to be submitted to the Fund's annual meeting in Rio de Janeiro the last week in September. Its approval there is regarded as virtually certain. Then it will go to the various national governments for approval.

When the plan would come into use and how large the special drawing rights would be will be voted upon by the Fund's members.

Special drawing rights will be allocated to each member nation in accordance with its quota in the International Monetary Fund. The United States, for example, which has about 24.5% of the members' total quotas, would be entitled to 24.5% of whatever special drawing rights are created.

A communique issued by the ministers stressed that the special drawing rights would not come into use immediately. They were intended, the ministers said, "to meet the need, as and when it arises, for a supplement to existing reserve assets." Since the United States, because of its balance of payments deficits, is still providing the rest of the world with dollars, there probably will be no need to bring the new drawing rights into actual use until those deficits are substantially eliminated.

The ministers agreed that the plan could be activated only if member countries with 85% of the Fund's votes approved it. That would give a veto to the members of the European Economic Community, or Common Market, if they voted as a bloc because they jointly have more than 15% of the votes. Voting in the Fund is based on members' quotas.

The members of the so-called Group of Ten that drew up the plan are the United States, France, Belgium, Germany, Italy, the Netherlands, Britain, Canada, Sweden and Japan.

Alabama world trade directory published

State's export drive adds momentum with 88-page booklet

The State of Alabama's world trade drive received a new shot in the arm with the recent publication of an 88-page *Alabama International Trade Directory*.

The past year has been a big one for the Alabama export community, with the most noteworthy event being the dedication of the Mobile International Trade Center last Oct. 20.

A cooperative effort of the Mobile Area Chamber of Commerce, the Alabama State Docks Department, and the U.S. Dept. of Commerce's Birmingham Field Office, the directory's chief features are alphabetical listings of Alabama manufacturers and business firms interested or engaged in exporting or importing, and lists of Alabama products suitable for export (arranged by SIC number).

Steamship agencies and lines serving Alabama are also included, as well as a directory of the Port of Mobile.

Write: Alabama State Docks Department, Post Office Box 1588, Mobile, Alabama 36601.

Tenpins for Romania

The American Machine & Foundry Company of New York City, has received an order for the equipment for a 12-lane tenpin bowling center to be constructed at Mamaia, a Romania Black Sea resort city.

Japan's electronic shipments to U.S. jumped 47% in '66

More than half of Japan's overseas electronic shipments go to U.S.

Japanese exports of electronic products to the United States in 1966 totaled $464 million, a 47% increase over the 1965 level of $315 million.

A compilation of statistics from the Japanese Ministry of Finance by the U.S. Commerce Department's Business and Defense Services Administration shows that the exports to the United States were more than half of the Japanese total exports of electronic products for 1966, which advanced nearly 44% from $574 million in 1965 to $826 million last year.

Report on color TV

Television receiver exports to the U.S. totaled $67 million, up nearly 8% from $62 million in 1965. Color TV exports, reported for the first time, were valued at $44 million. Color and monochrome TV receivers accounted for about 24% of the total value exported during the year to the U.S.

Exports of transistor radios (three or more transistors), which accounted for 22% of the total electronics products exported to the U.S. and 54% of Japan's total exports of transistor radios, increased 29% to $104 million in 1966. Tube-type radios registered a decline of 40% in 1966.

Export of transistor-type radio-phonographs to the U.S. increased from nearly $3 million in 1965 to more than $10 million in 1966, while tube-types remained unchanged.

Consumer demands increase

Reflecting greatly increased purchases by U.S. television producers to meet record consumer demands, shipments of electron tubes showed sharp increases. Television picture tubes increased from $486 thousand in 1965 to $5.1 million in 1966, of which color types represented approximately 94%.

Significant increases were registered in Japanese exports to the U.S. of sound recorders and reproducers, amplifiers, capacitors, resistors, oscilloscopes, and other pieces of detection and navigational equipment.

FROM KANSAS TO AFRICA, part of a recent shipment of 28 bulldozer blades is prepared for delivery from Balderson, Inc., factory at Wamego, Kansas, to the island nation of Malagasy. The firm reports that approximately 25% of its total business volume consists of exports.

Kennedy Round is subject of AMA orientation seminar

An orientation seminar on The Kennedy Round's Implications for U.S. Business will be held Sept. 20-22 by the American Management Association.

Guest speakers will include Leonard U. Wilson, special assistant to the Special Representative for Trade Negotiations; Joseph A. Greenwald, Deputy Assistant Secretary for International Trade Policy, State Department; and Daniel L. Goldy, vice president and director of International Systems & Controls Corp. and former National Export Expansion Coordinator of the U.S. Department of Commerce.

Further information can be obtained **from** the American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

Geneva site of FCIB meeting

The Foreign Credit Interchange Bureau will hold a round table conference on finance, credit and collection problems at the Hotel Intercontinental, Geneva, on Sept. 25.

The European Chapter anticipates an attendance of about 100 traders and bankers from Europe and the United States seeking answers to questions and problems submitted by the membership.

For further information, **write:** FCIB, National Association of Credit Management, 44 East 23rd St., New York, N.Y. 10010.

Argentina plans turnover of State-owned radio-TV to private businessmen

The Argentine Government plans to turn over control of all government-owned and operated radio-TV stations to private business interests by 1973.

Private control of the ten State-managed commercial radio broadcasting stations is to be effected by October. By the end of 1967, bids are to be called for 22 television stations and other radio broadcasting stations.

New stations in the private sector will be gradually authorized. The head of Argentina's National Radio and Television Council expects there will be not less than 300 radio broadcasting stations in private hands within five years.

Despite the foregoing, the government expects to remain in the broadcasting business. Government intentions are to complement private broadcasting with a 40-station government radio network providing service of a cultural, educational and informative character. The government's service would handle promotion in areas without many possibilities or prospects for private activity.

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked **Environmental test equipment. UNITED KINGDOM.** The U.K. is more advanced in the use of environmental test equipment than most other European nations, including Germany where U.S. exhibitors met with success last fall at an American Environmental Test Equipment Exhibition at the Frankfurt Trade Center. Based on present activity in the aerospace and other industries, and the scientific research for future programs, much of the "first generation" of environmental test equipment that has been in use in Britain for the past five or ten years needs to be replaced or supplemented. U.K. entrance into high performance military and civilian aircraft programs has meant that environmental test requirements not used heretofore now must be met. All this adds up to a market that is expected to reach $35 million in the near future, a 40% increase above the present $25 million market. There are sales opportunities for U.S. manufacturers of these products: Sinusoidal and random vibration equipment, 1,000 to 30,000 lbs. force; altitude, humidity, and high and low temperature chamber; shock machines and associated instruments; centrifuges, and solar simulation equipment. **London Trade Center, Sept. 13-21.**

★★★ **Tourex 67** (Tourism Equipment and Services Exhibition) is providing a package of three international exhibitions within a period of six months in 1967, and is giving manufacturers of nine different product lines exposure to the entire European market from Portugal to the Black Sea. Product lines featured are: hotel, restaurant and catering equipment; heating, ventilation, air conditioning, and refrigeration equipment, recreational facilities; contract furniture and furnishings; transportation and travel facilities; business machines; institutional maintenance equipment; and consultant services. The first exhibition took place at the Barcelona Samples Fair, June 1-15. **(See next two items for details on the next two promotions.)**

Space fully booked **Equipment for the food service, lodging and recreational industries. GERMANY.** This second TOUREX promotion will give U.S. companies an opportunity to exploit the markets in Western and Central Europe. Germany plans to spend $200 million annually over the next few years to improve on its existing tourist facilities and build many new ones. France, under its fifth modernization plan, will construct 30,000 new hotel and motel rooms and modernize another 600,000 by 1970. Total investments are expected to reach $434 million by then. Italy's National Five Year Plan calls for $2.4 billion to be invested in hotels, spas, and air and sea transportation by 1970. Construction over this period is expected to include 200,000 rooms and related facilities. Austria's tourist industry will invest $120 million in the next three years to build new, and improve existing tourist facilities. Greece is planning an investment of $280 million in its tourism industry during the period 1966-1970. The market promotion campaign will not be restricted to the tourism industry but will be directed into such other areas as hospitals, educational institutions, industrial in-plant feeding facilities and government and military establishments where similar equipment is used. **TOUREX-Munich International Tourism/Hotel/Restaurant Exhibition. Sept. 15-24.**

Space fully booked **Equipment for the food services, lodging and recreational industries. YUGOSLAVIA.** Yugoslavia has announced plans to spend $80 million, in hard currency alone, for the purchase of equipment to improve old and build new tourist facilities. This first major U.S. commercial exhibition in Yugoslavia will also be promoted in Czechoslovakia, Poland, Rumania, Bulgaria, Hungary, Turkey, and Italy, not only to the tourist industry but to all institutions including schools, hospitals, government and military establishments, and religious institutions. The influx of tourists to these countries is creating a strong demand for new and improved facilities in hotels, motels and recreational facilities. **U.S. Yugoslavia/TOUREX Exhibition, Belgrade. Sept. 28-Oct. 4.**

Space fully booked **Advanced office machines and data processing equipment. SCANDINAVIA.** Sweden and its neighboring countries are experiencing an urgent need to modernize their office and administrative operations. Clerical labor, in severe short sup-

promotions

ply, commands ever increasing wages and fringe benefits. Well aware of this, Scandinavian business is rapidly turning toward advanced office machines and data processing equipment to help alleviate the problem. The situation creates an audience of buyers highly receptive to accepting advanced techniques to cope with the mounting load of administrative, accounting, statistical and other office operations encountered in a highly developed economy. The U.S. has an outstanding reputation for efficient office operation and U.S. suppliers of advanced office machines have excellent prospects in the market. **Stockholm Trade Center. Sept. 21-27.**

Technical and professional photographic products. GERMANY. A 50% reduction from the present 12-18% duty on much American made photographic and optic equipment entering the EEC was negotiated in a recent Kennedy Round session. These reductions should give American manufacturers added leverage in penetrating a ripe European market for technically advanced non-consumer photographic products. U.S. equipment of this type is already highly regarded in Europe, particularly in Germany where increased expenditures are budgeted by both the private and public sectors for applications in aerospace, aerial, underwater, and high-speed photography; and in product design, testing, and manufacturing. Other opportunities exist for equipment used in holographic and laser research; television news and feature production; and in theatric, educational, and vocational training systems. A limited number of places are still open. **Frankfurt Trade Center. Oct. 2-6.**

Materials handling equipment. ITALY. The surge of Italian industrial growth in the past few years has opened important opportunities for sales of advanced materials handling and conveying equipment. An industry study indicates that Italian industrial facilities for the most part lack modern systems of mechanical handling. Prospects are excellent for sales in Italy of U.S. manufactured equipment, especially for advanced and sophisticated systems and devices. The U.S. exhibit will coincide with IPACK-IMA, the large Italian trade show featuring materials handling equipment. **Milan Trade Center. Oct. 4-10.**

Space fully booked

Fluid power systems, components and accessories. JAPAN. The size of the Japanese fluid power market is estimated at $125 million, and U.S. manufacturers sold more than $11 million worth of equipment to the Japanese last year. As one of the leading industrialized countries of the world, Japan offers new and exciting sales opportunities for U.S. fluid power equipment manufacturers. As the Japanese economy continues to boom, recording new achievements in new industries practically every month, her requirements for new and advanced-design fluid power equipment will continue to increase. This U.S. Exhibition, part of the largest Japanese trade show devoted to fluid power equipment, is expected to make

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-944, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-936, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Melbourne, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Melbourne.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-918, Department of Commerce, Washington, D.C. 20230.

a major impact on the Japanese industry. A carefully planned promotion campaign throughout Japan will bring to the exhibition most of the important buyers, agents and distributors. **International Hydraulic & Pneumatic Machine Fair, Tokyo. Oct. 6-12.**

Space fully booked

Food processing, packaging, metalworking, petrochemical, textile processing and plastics processing equipment. TAIWAN. Direct export sales continue to be the primary objective in this market, but in addition this exhibition will focus on the broad investment opportunities which Taiwan presents for U.S. manufacturers. Licensing agreements, joint-ventures and wholly-owned subsidiary operations are all acceptable and desirable to the Government of the Republic of China. This exhibition will offer interested U.S. manufacturers an opportunity to take a good look at the market in Taiwan from both a sales and investment point of view. **U.S. Industrial Machinery Exhibition, Taipei. Oct. 26-Nov. 4.**

Space fully booked

Mining, construction and industrial equipment. PERU. Large investments in mining, ambitious construction programs, growing demands for domestic metal products, and improved technical levels in automotive repair in the West Coast of Latin America have resulted in expanding markets for mining, construction, metalworking, automotive maintenance, and ancillary equipment. Although the United States holds a major share of these markets, American businessmen must continue to promote their products actively to meet increasing competition from Europe and Japan. The "strictly business" Pacific International Trade Fair, one of the outstanding sales events in Latin America, offers an excellent vehicle for this purpose. **U.S. Commercial Exhibition. Fifth Pacific International Trade Fair, Lima. Oct. 27-Nov. 12.**

Chemical processing equipment. SCANDINAVIA. The chemical industry in Sweden and the neighboring Scandinavian region is growing rapidly. Investment in new production facilities is at a very high level. Planned expansion of the industry will create a larger market for suppliers of processing equipment. U.S. companies with modern equipment in this field will benefit by exhibiting their products. **Stockholm Trade Center. Oct. 19-25.**

Electronics—USA/68. GERMANY. Germany, one of the fastest growing industrial economies in the world represents a prime market for new products, innovations, and technologies commercially available from the U.S. electronics industry. This exhibition is especially tailored to meet the needs of European buyers of selected brand-new U.S. hardware. It is a good opportunity to test the market place, secure immediate sales acceptance and obtain international distribution for very recently developed electronic components, instruments, controls, equipment, systems, engineering services, and unique applications in the process industries, communications, high energy physics, and medicine. These particular areas are deemed of significant interest to German industry and scientific circles. **Frankfurt Trade Center. Oct. 30-Nov. 3.**

Machinery and materials for manufacturing plastic products. ITALY. Italy possesses one of the major plastic industries in the world with 40 firms producing plastic materials and over 2100 firms specializing in manufacturing plastic products. She ranks third world-wide in household appliance production and her substantial automotive, electronic and pharmaceutical industries generate a further requirement for plastic products. With no restrictions on the import of American machinery and materials, her interests lie in new, specialized and high volume equipment and in new or special application materials. **Milan Trade Center. Nov. 2-8.**

Advanced electronic components. SWEDEN. The production of electronic equipment in Sweden is rapidly expanding. Soaring demand for industrial and professional electronic devices is stimulating the growth of this industry. Swedish output of components, limited in scope, cannot satisfy the requirements for many types of advanced components needed in specialized equipment. Imports of components into Sweden exceeds $50 million a year. Further expansion of the industry will create an even larger market for component suppliers. A recent study by the Marketing Services Department of the U.S. Electronic Industries Association confirms that Sweden is a growing market for components. U.S. companies in this field can benefit by exhibiting and selling their products. **Stockholm Trade Center. Nov. 8-14.**

Space fully booked

Electronic production equipment. UNITED KINGDOM. The large and rapidly expanding British electronics industry is looking toward the U.S. for new and advanced production equipment and fast delivery. Estimated annual output of the British electronics industry exceeded $1.5 billion in 1965, and should reach $2.25 billion by 1970. Conditions appear extremely favorable at this time for U.S. firms to introduce new products as well as to increase sales of products already in use. **Royal Lancaster Hotel, Hyde Park, London. Nov. 13-17.**

Machinery and equipment for peaceful uses of atomic energy. JAPAN. Planned to coincide with the 8th Japan Conference on Radioisotopes, this Show is aimed at the quickly growing Japanese market for nucleonic and radiological equipment. Japanese Government budget appropriations for atomic energy projects are running in excess of $3⅓ billion, and the 9 electric power companies plan to produce 1 million kilowatts from atomic energy by 1970 with projections calling for an additional 6½ to 8 million kilowatts in installed capacity by 1980. Increased nuclear and radiological research in the medical, food, fishery and agricultural industries is also creating a demand for equipment and instrumentation that is not being fulfilled by domestic producers. **Tokyo Trade Center. Nov. 13-18.**

Vacuum and cryogenic equipment. GERMANY. Recent surveys indicate a growing German demand for advanced U.S. vacuum and cryogenic equipment, particularly in relation to the Federal Republic's newly announced five-year space program. A strong interest can be expected in hardware for both new and established end uses. **Frankfurt Trade Center. Nov. 27-Dec. 1.**

Automotive diagnostic and service equipment. ITALY. The number of motor vehicles in Italy increased from 3,580,222 units in 1963 to 6,141,700 units in 1966. By 1969 this figure will reach 9,000,000. Such increases in the number of vehicles have created a rising demand for testing and service facilities in Italy. **Milan Trade Center. Dec. 1-7.**

SURPASSING GOALS SET BEFORE THE SHOW, 44 U.S. firms exhibiting at the U.S. Pavilion at the 1967 Paris Air Show made immediate sales of over $1 million, with $16.5 million more expected within a year. Standard Pressed Steel showed threaded fasteners to the 7000 European buyers.

Chromatography and electrophoresis instrumentation. UNITED KINGDOM. Advanced analytical instruments are needed by British industrial and institutional laboratories to meet rapidly expanding requirements. The present market is placed at $34.2 million, of which 46 per cent is imported. The U.S. accounts for 51 percent of these imports. Continuing high levels of research and development expenditures in the U.K. promise dynamic markets for U.S. instruments. **London Trade Center. Dec. 6-14.**

Paper industries equipment. JAPAN. Japanese requirements for papermaking, converting and bookbinding equipment are substantial—1966 imports of these products exceeded $7 million. The nation is the third largest producer of paper in the world; last year's production surpassed 8 million metric tons, a three-fold gain in the past decade. Although the country is self-sufficient in large pulp and paper production machinery, there are large demands for paper conversion equipment, accessories and supplies of all types. Modernization of the carton and box industry, as well as improving production within the country's 14,800 processing and finishing plants, is encouraged by national fiscal policies through low cost loans, special depreciation rates and certain tax concessions. Japan's 3,400 bookbinders cannot keep abreast of the publication needs of the country and governmental assistance is anticipated to sustain a large scale modernization program. High quality and specialized paper bag production, printing and filling equipment, business papers and forms production machinery, quality control instrumentation and high-speed production supplies offered on world markets by U.S. manufacturers have been identified as "most saleable" to Japanese paper product makers. **Tokyo Trade Center. Dec. 11-16.**

Compact computers. UNITED KINGDOM. Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businessmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19, 1968; Train displays: Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Commercial laundry and dry cleaning equipment and supplies. JAPAN. The Japanese commercial laundry and dry cleaning industry is "going modern." Many segments of the market including neighborhood shops, full line establishments, linen supply firms, and industrial and institutional users are converting to modern sophisticated equipment. Since 1961 this industry has mushroomed from 38,376 establishments to more than 53,000 in 1965 with continued growth expected. In 1966 commercial laundry and dry cleaning equipment sales in Japan exceeded $20,000,000 with U.S. manufacturers capturing two-thirds of the $5,000,000 import market. **Tokyo Trade Center. Jan. 22-27, 1968.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y., 10018. **Scheduled for Feb. 1-Mar. 14, 1968.**

Advanced medical equipment. ITALY. Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13, 1968.**

Institutional Hospital Equipment and Supplies. JAPAN. The sharp increase in the number of hospitals and clinics, approximately 100,000, now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equipment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types —air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24, 1968.**

U.S. plastics equipment makers to seek larger share of Italian market at November show in Milan

Surveys show excellent sales potential for injection molders, stamping machines, laboratory presses, hydraulic equipment

U.S. makers of plastics materials and processing equipment will look for new export business in Italy's large industrial market through a U.S. Department of Commerce sales promotion show Nov. 2-8 at the Trade Center in Milan.

The latest in plastics materials and highly automated plastics processing equipment that provides advanced production techniques and cost-cutting advantages have good sales potential in Italy, according to market studies.

The Trade Center show is designed to help the U.S. plastics industry open outlets overseas quickly and economically for its newest product lines. It is a first-of-its-kind to be staged in Italy by Commerce under its overseas commercial exhibitions program.

Sales efforts of U.S. firms will be backed by a broad market development program now in progress throughout Italy and nearby countries to attract buyers. An agency-finding service for firms not represented in the market also has begun.

Investments in the Italian plastics industry have kept pace with the increase in demand. Italy's chemical industry invested about $364 million in 1965 for new plant construction and for modernizing existing facilities. Investments for the period 1966-69 should amount to about $2.2 billion.

Italy ranks fifth in the world in the production of plastics materials. The United States is the chief producer, followed by West Germany, Japan and the United Kingdom.

In the last 10 years, Italian production of plastics materials climbed from 116,000 metric tons to more than 1 million tons, covering almost the full range of condensation and polymerization products, both thermoplastic and thermosetting.

About 40 Italian firms, including several large petrochemical companies, produce plastics materials, and some 3,000 small firms process plastic goods. The industry employs more than 100,000 workers.

The most important industrial applications for plastics materials in Italy are for appliances, packaging and automobiles. Italy is the third largest appliance producer in the world, preceded by the United States and Japan, and the largest in Europe. Italian refrigerators are sold throughout Europe, especially in France and Germany.

Preliminary estimates for 1966 indicate that total production of plastics materials will be recorded at about 1,060,000 metric tons, compared with 890,000 metric tons in 1965. Output of polyvinyl chlorides, representing the bulk of production, has been growing faster than production of polyethylene and polyester resins.

Total exports for 1966 of plastics materials are expected to amount to about 407,000 metric tons. Imports may total some 135,000 metric tons. Italian consumption of plastics materials has grown from 83,000 metric tons in 1955 to an estimated 788,000 metric tons in 1966.

Market studies pinpoint a wide variety of business opportunities in Italy for U.S. manufacturers and suppliers of plastics materials and processing equipment. They include the following:

Extruders for insulating wire and cable; vacuum-forming presses; injection molding machines; encapsulating equipment; polystyrene molding equipment; papercoating equipment; specialized injection molding equipment for phenolics; calendering equipment for vinyls; reinforced plastics working equipment; blow-molding equipment, and machines for stamping large pieces.

Also, spraying machines, molding boxes and chills; large mixing plants; cast-forming, swaging, and laboratory presses; pumps and other hydraulic equipment; presses for expanding polyesters; metallizing machines; punching equipment; valves, and equipment for printing on plastic bottles.

A U.S. export sales promotion show, "Plastics, USA," staged in May at the U.S. Trade Center in Frankfurt, Germany, proved profitable for exhibitors.

The 26 U.S. firms that took part reported off-the-floor sales of about $389,000 for raw materials, semi-finished products and processing equipment for the plastics industry. The exhibitors estimated they would share in an additional $5.7 million worth of new export business within the year as a result of the show.

Of the six firms seeking agents to represent them on a long-term basis, two firms signed up one agent each.

U.S. firms interested in taking part in the Milan show may obtain more information from the Bureau of International Commerce (code 934), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-967-3944), or from any of the Department's 42 Field Offices.

Textile association to set up information service at fair

The American Textile Machinery Association will maintain an office and Information Center at the Fifth International Textile Machinery Exhibition at Basel, Switzerland, Sept. 27-Oct. 6, for the benefit of its members and their customers. The ATMA Information Center will be located in the lobby of the main building of the fair grounds.

The U.S. Department of Commerce, the U.S. State Department and ATMA, in a cooperative effort successfully operated a similar Information Center, staffed by the three, at the previous European International, held at Hanover in 1963.

Thirty-nine members of ATMA will be exhibiting at Basel, throughout the sixteen halls of the exhibition building.

Inventors show set to open Sept. 9 at New York Coliseum

The third annual edition of the International Inventors Show, billed as the world's largest collection of new products, opens this week at the New York Coliseum for a nine-day run, Sept. 9-17.

Inventors from 29 countries will show their latest ideas to manufacturers, in the hope that many of the items on display will find their way into the regular product lines of established firms. Over 15,000 inventions will be shown, from a pocket television set to a flying submarine.

A new product directory and exhibit guide covering the items displayed is available from Patent Exhibits, Inc., 554 Fifth Ave., New York, N.Y. 10036.

U.S. trade exhibit in Poland stressed 'Building for Future'

Sales over $100,000 made at show; representation under negotiation

"Building for the Future" was the theme of this year's U.S. Exhibition at the Poznan, Poland, International Trade Fair, and the American product exhibits stressed both physical construction and cultural building. A total of 27 U.S. firms participated in the show, which was organized by the U.S. Information Agency.

Commercial results from the exhibition were impressive, considering the essentially informational nature of the U.S. effort. Company representatives reported well over $100,000 in immediate sales at the fair, and sales expectations during the next year as a result of participation in the fair were put at $360,000.

Nuclear Chicago Corp. led the way with sales of electronic medical analysis equipment amounting to $85,000. Nordson Corp. sold two complete electrostatic painting units at $10,000 each, and 3M Co. registered sales of $4,000.

Talks in progress

Black and Decker and Johns-Manville were in the process of negotiating distributorships as the show ended, and Van Dorn Co. was talking with a potential licensee. The Johns-Manville representative was particularly optimistic about the prospects for concluding his arrangement, which would guarantee minimum sales of $2 million yearly in Poland.

Technical films and lectures were delivered by four of the exhibitors—Pittsburgh-Corning, Besser, McCracken, and 3M—and representatives of the U.S. Department of Labor held daily seminars on industrial hygiene.

A sales office was set up at the U.S. Pavilion to make contacts between U.S. exhibitors and potential Polish buyers. The office included a commercial library, and a daily average of about 150 persons called at the office to obtain literature or to consult the business publications on hand.

Attendance at the U.S. Pavilion for the show, June 11-25, was estimated at over 440,000 people, with over 80,000 of that total crowding in on the first day of the exhibition.

CONSTRUCTION EQUIPMENT, to illustrate the exhibition's "Building for the Future" theme, was shown by J. I. Case Co. (above). Polish Government officials and U.S. Ambassador John Gronouski (below, with pipe) examined products on display during an opening day tour of the U.S. Pavilion.

PIPE THREADING MACHINERY was demonstrated to visiting officials and buyers at the Ridge Tool Co. booth (below) during ceremonies officially opening the U.S. Pavilion at the 36th Poznan Trade Fair.

Accords on trade in auto parts, electrical transmission equipment would spur Latin integration

Complementation agreements felt by many to be key to area's industrial unification; all LAFTA members can participate

In line with the general movement toward economic integration throughout the southern half of the Hemisphere, some of the larger LAFTA members have recently proposed two complementation agreements designed to speed the flow of trade in automotive parts and electrical transmission equipment.

The principle of the complementation agreement is believed by many to be the most promising instrument for integrating industrial sectors within LAFTA.

In theory, complementation eases regional industry development by enabling any two or more member countries to establish ultimately free trade in specific products and, if they so desire, to create mutual external tariffs against third-country imports.

Auto agreement

Two sectors of the automotive industries of Argentina and Brazil have proposed LAFTA complementation agreements to facilitate the exchange of automobile parts and components through tariff reductions.

Although both agreements deal with the automotive industry, two separate accords are proposed, one for service parts manufacturers and the other for final assemblers, or terminal manufacturers.

The service parts agreement was on the agenda of an automotive sector meeting held in Montevideo on June 26. Complementation was called for in four specific items: rear-view mirrors, luggage racks, carburetors, and carburetor parts in various stages of manufacture.

The plan provides for substantially reduced but not equal rate concessions on the affected items; suggested rate cuts vary from 17% to 54%.

The initial list of items, moreover, would be subject to expansion by mutual agreement of manufacturers in both countries. A meeting is scheduled for Sao Paulo in early October to consider additional protocols to the accord. Among items being proposed for possible inclusion are: injection pumps, bumpers, wheel covers, suspension springs, suspension wires, shock absorbers, components of brake systems, and components of electrical systems.

The terminal manufacturers agreed in May on a proposal for complementation to allow manufacturers in each country to import parts and components from the other for terminal use only. The agreement is intended to bring about complementation in the full range of items involved in the assembly of new automobiles.

Copies available

Copies of the complementation proposals, in Spanish, may be obtained on a loan basis from the American Republics Division, BIC, U.S. Dept. of Commerce, Washington, D.C. 20230.

Both proposals represent private sector initiative in seeking industry complementation.

The proposed agreements will be forwarded to the respective governments and to the LAFTA Permanent Executive Committee for their action.

The proposed complementation agreement is open to other LAFTA members who decide to ratify the complementation protocol.

Electric transmission

Mexico and Brazil recently proposed the adoption of a LAFTA complementation agreement covering a number of items in the electrical transmisson and distribution field.

This action took place at a meeting of the Manufacturers of Generation, Transmission and Electrical Distribution Equipment in Montevideo this summer.

The proposed complementation agreement would affect products traded between Brazil and Mexico, but is open to other LAFTA members who ratify the complementation protocol. If adopted, the complementation agreement would provide for duty-free trade in the products it specified. These products are presently dutiable in Brazil on an average of 50% ad valorem. The Mexican rates vary from 0.5 pesos to 4 pesos per gross kilogram, with an additional 12% to 60% ad valorem assessment (12.5 pesos=$1).

Each product is also subject to specific origin requirements. This will vary from 60% to 100% of f.o.b. value.

Proposed products

The products proposed for complementation include:

85.01.4.01 Transformers for instruments, for measuring and/or protection, with insulation levels up to 400 kv.;

85.19.2.04 Knife switches, braked;

85.19.2.05 Connecting knife isolating switches, non-braked, from two kilograms up to 2,750 kilograms weight;

85.19.2.99 Fuses of high rupture capacity, up to 600 volts; lightning arresters, autovalvular distribution type from 3 to 18 kv. stated, for neutral ground systems up to 23 kv.; power circuit breakers, in oil or air, from 600 volts up to 220 kv., with any interruption and stated current capacity, up to 2,000 kilograms weight; fuses up to 46 kv.;

85.24.0.01 Graphite anodes for electrolytic tanks.

In addition to the proposed complementation agreement, the Argentine, Brazilian and Mexican industry delegations agreed to recommend to their respective governments the inclusion of secondary indirect action relays on their national concession lists scheduled for negotiation this fall.

These delegations, plus the Uruguayan group, also recommended the placement of mercury vapor rectifiers on the LAFTA common list to be drawn up in September.

Motorola venture in Japan

Motorola of Chicago is entering a joint venture with Alps Electric Company, Ltd., to form Alps-Motorola Co., which will manufacture automobile and home tape player decks for the Japanese market in a plant at Yokohama.

Worldwide Business Outlook pages 21-25

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: On July 28, Goodyear signed an agreement with **Greece** for the establishment of a $16 million plant for the production of tires and tubes for passenger cars, trucks, buses, and tractors. Ethyl (Hellas) S.A., a wholly-owned subsidiary of Ethyl Corporation of Baton Rouge, La., inaugurated operations of its $14.5 million anti-knock compound plant at Thessaloniki. The plant is part of the Esso Pappas complex. . . . The Badger Co., Inc., Cambridge, Mass., has been awarded a contract for design and engineering of what will be **Japan's** largest ethylbenzene-styrene plant by Sumitomo Chemical Company of Osaka. It will be the eighth plant licensed to use the CCB Process for styrene monomer since it was developed in 1964 by Union Carbide, Cosden Oil and Chemical, and Badger. . . . The value of minerals production in **South Africa** amounted to approximately $1.8 billion in 1966, an increase of more than 8% over the previous year's performance. Gold, diamonds, coal, iron ore for local steel manufacture, chrome ore, manganese ore, and asbestos were produced in large quantities, and smelter copper production more than doubled, reaching a significant fraction of world production. Some specific developments, according to a comprehensive report recently submitted from the U.S. Consulate in Johannesburg, were the establishment of a stainless steel plant by Southern Cross Steel at Middleburg, the commencement of copper production by Palaborwa Mining Company, and the smallest increase in gold production since 1953. . . . **Turkey** has awarded Arthur G. McKee & Co. of Cleveland a contract to design, engineer and build a $40 million copper production facility. It will include mining development, a concentrator plant, a smelter, a sulphuric acid plant, and a 40-mile pipeline for copper concentrate from the mine at Murgal to Hopa, a Black Sea port.

NEW ZEALAND

Nation puts on brakes

Government's slowdown policies have marked deflationary effect on economy

Government policies aimed at restraining consumer and development demand, along with depressed prices for basic exports, are having a marked deflationary impact on the New Zealand economy.

Reliable projections anticipate that the rate of increase at current prices in gross national product (GNP) for the year ending March, 1967 was about 5.5%, compared with 7.7% the previous year.

Tighter credit restrictions, implemented through the commercial banks, and capital issue control over finance companies have resulted in the temporary shelving or modification of many plans for business expansion and development.

A new conservatism has emerged in investment spending, and few doubt that there will be a business downturn.

Firms dependent on a high level of customer financing and firms with limited credit flexibility are finding the financial situation difficult. Stronger companies are tending to underwrite their more important representatives and customers.

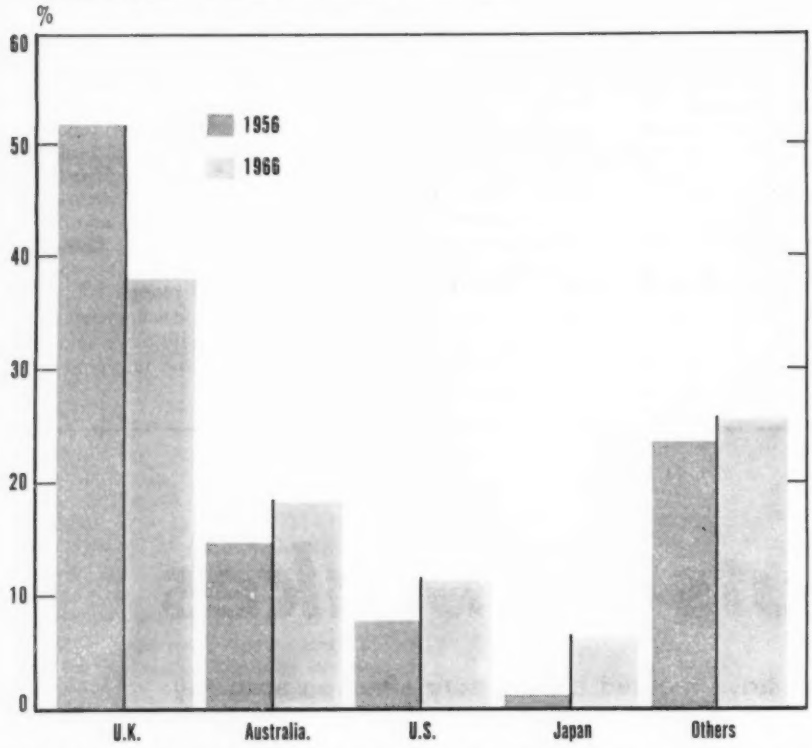
Manufacturing firms are adjusting to the 20% lower level of the Import Licensing Schedule for the July 1967-June 1968 year by concentrating on more essential fields of production, by reducing shift work and overtime, and by making use of stocks held by themselves or by other importers.

The import cuts are expected to fall heavily on imports of plant and equipment, as efforts are made to sustain the maximum flow of materials and fuels to industry. There is recognition, however, of the extent to which the economy can deny itself new and replacement machines without impeding its growth and efficiency.

No increase is expected to develop in the volume of domestic consumer expenditure. The contributing factors are higher prices, limitations on the range of goods offered, lower take-home pay,

LICENSING AND TECHNICAL ASSISTANCE prospects for U.S. firms are particularly good in the depressed timber and construction industries. This is the Waipa timber mill at Rotorua, North Island.

Other Suppliers Gain on U.K., 1956-66



NEW ZEALAND'S IMPORT MARKET is diversifying, although the U.K. still holds a dominant position.

increased unemployment, shortened overtime earnings, and tighter loan and time purchase requirements. This can be expected to result in a significant fall in the demand for imports.

The official consumers' price index rose by 6.4% between June 1966 and June 1967, with over 80% of the increase occurring since January. This compared with a 2.4% price rise between 1964 and 1965, and a rise of 2.8% between 1965 and 1966.

The U.S. Embassy estimates that the price rise will be substantially less in the 1967-68 period.

The Government is expected to exercise a moderating influence on wage and salary increases. Should there be any prospect of wage escalation, there is some expectation among observers of the economy that the legislature may pass a freeze on salaries.

Reliable forecasters anticipate only a 4½% wage increase for the year ending March 31, 1967 as compared with an 8½% increase for the corresponding period of the previous year.

Planned Government expenditure in the 1967-68 Budget allows for only a 3.7% overall increase. As total Government expenditure for the 1967-68 year is estimated at $1,806 million (almost one third of GNP), the relatively minor increase could, by itself, have a notable effect on restraining national demand for goods and services.

The governmental restraint also clearly sets an example for the private sector of the economy in holding down current public spending.

Critical balance of payments

The economic restraint is designed to stem the rate of increase in national expenditure to reduce the country's external current account deficit. The deficit for overseas exchange transactions on current account for the year ending June 30 was $185.1 million. This is attributable to a $88 million reduction in wool export earnings and a $33 million increase in the deficit on invisible transactions, and despite a $62 million reduction in import payments.

Prior to the wool crisis the economy had been subject to strain from an excess level of expenditure for farm and industrial development in relation to available resources.

Foreign goods and services have amounted to approximately one quarter of total domestic expenditure.

Overseas borrowing was resorted to in order to meet recurring foreign exchange deficits. Much of the finance raised overseas has been short-term accommodation, and New Zealand within the next three years will be called upon to repay or refinance about $280 million.

Favorable trend

There is an underlying note of determination and confidence in the future among New Zealand businessmen. The governmental actions appear to be succeeding in slowing down internal consumption.

A moderate degree of unemployment apparently has brought on some increase in labor productivity, attributable mainly to a lowering of labor turnover rates.

Longer term prospects for improved economic conditions are good, particularly in view of successful renegotiations with the United Kingdom late last year of commodity agreements for meat and dairy products valid until 1972.

A continued diversification of export marketing, notably through sales to Japan and South East Asian markets, is another encouraging development.

However, the possible entry of Britain into the EEC, and uncertainty as to what this would mean in terms of New Zealand's principal market, is a dark cloud on the horizon.

The immediate foreign exchange problems of the country can be expected to be met by an increased number of borrowings from abroad, particularly on the Euro-Dollar market. During July New Zealand, for example, raised a twelve year, $20 million loan on the Euro-Dollar market through New York.

Maximum credit

U.S. firms with New Zealand representatives might well exercise patience in this period of difficulty and declining sales volumes. To achieve a greater share of the shrinking market businessmen might find it advantageous to improve services and deliveries. Maximum credit extensions are important.

In the very depressed earthmoving trade particularly, and in farm equipment to a lesser degree, the financial underwriting of representatives is becoming more and more common.

With full recognition of the difficulties presented during this period of tight credit and more stringent import controls, U.S. businessmen might profitably look at the country's opportunities for developing export-oriented industries. Such enter-

prises are the types being currently examined by New Zealand entrepreneurs with the encouragement of the Government.

The situation offers attractive opportunities for American technical services, and for American licensing and joint venture arrangements.

Areas of activity worthy of investigation for such new enterprises could include large-scale leather tanning; food products, including food snack specialities, dehydrated fruits and vegetables and meat smallgoods; fish and fish meal; pulp and paper products; metal components and parts for Australian or regional industry; lambs wool consumer and industrial products.

Gear marketing efforts

Businessmen might also gear their marketing efforts to the current interest of New Zealand enterprise in company diversification, and its greater concern for office and plant efficiencies. The situation is inviting for company mergers and overseas joint venture arrangements.

There continues to be a welcome for U.S. hotel/motel enterprise, an industry which earns the country foreign exchange. Hotel development in New Zealand is tending to lag behind the growth in tourist arrivals.

The New Zealand Government welcomes American investment. Specific proposals require negotiation and there are no set guidelines which fit all situations. Profits and dividends may be freely repatriated.

With the limitation on imports of plant machinery, existing machines are being run harder and longer, and therefore tend to wear out soon. The situation has created an increasing demand for spare parts.

Must justify replacements

Where machinery replacement can be justified, the licensing authorities are approving the import of larger capacity or otherwise improved new machinery. For the U.S. trade the situation might particularly apply to machinery for metal working, foundries, textiles, leather, printing, plastics, as well as equipment used in the timber industry.

Major moves are planned to prepare the ports of Auckland and Wellington for containerization of ocean cargo. The ports and the internal transport system will require new U.S. handling equipment. There are also opportunities for pipe laying and natural gas equipment.

The greatest U.S. successes in the market have been in licensing or know-how arrangements with New Zealand manufacturers. The current situation favors further development in this area.

The depressed timber and building industries are currently looking to the Pacific northwest for guidance in marketing and production techniques.

Interest in U.S. methods

Management is becoming more conscious of the economies resulting from mechanization of material-handling methods. There could be considerable interest in U.S. mechanized warehouse handling methods.

New Zealand manufacturers are making advances in hydraulics for earthmoving and materials handling equipment, and air compressors for pneumatically-powered tools and equipment. U.S. technology would be well received.

There has been some development in the New Zealand manufacture of heavier duty and more refined machine tools. Heavy duty metal guillotines and press-brakes are now made in New Zealand and there are indications that heavy power presses and small lathes may be made there in the foreseeable future. Product development will tend to come from abroad.

American Trade Association

The American Trade Association of New Zealand, which is expected to plan later affiliation with the American Chamber of Commerce, is now well established and prepared to be of every possible service to visiting American businessmen. Companies domiciled in the United States are encouraged to write or contact the organization's Executive Vice President at the C.M.L. Building, Willis Street, Wellington.

A HANDY REFERENCE LIST of the world's emerging nations, from the Department of State Newsletter.

List of 61 Newly Independent States Since 1943

Country	date of independence	Country	date of independence
Algeria	July 5, 62	Lebanon	Nov. 22, 43
Barbados	Nov. 30, 66	Lesotho	Oct. 4, 66
Botswana	Sept. 30, 66	Libya	Dec. 24, 51
Burma	Jan. 4, 48	Madagascar	June 27, 60
Burundi	July 1, 62	Malawi	July 6, 64
Cambodia	Nov. 8, 49	Malaysia	Aug. 31, 57
Cameroon	Jan. 1, 60	Maldive Islands	July 26, 65
Cent. African Rep.	Aug. 13, 60	Mali	Sept. 22, 60
Ceylon	Feb. 4, 48	Malta	Sept. 21, 64
Chad	Aug. 11, 60	Mauritania	Nov. 28, 60
Congo (Brazzaville)	Aug. 15, 60	Morocco	Mar. 2, 56
Congo (Kinshasa)	June 30, 60	Niger	Aug. 3, 60
Cyprus	Aug. 16, 60	Nigeria	Oct. 1, 60
Dahomey	Aug. 1, 60	Pakistan	Aug. 14, 47
Gabon	Aug. 17, 60	Philippines	July 4, 46
Gambia	Feb. 18, 65	Rwanda	July 1, 62
Ghana	Mar. 6, 57	Senegal	Aug. 20, 60
Guinea	Oct. 2, 58	Sierra Leone	Apr. 27, 61
Guyana	May 26, 66	Singapore	Aug. 9, 65
Iceland	June 17, 44	Somalia	July 1, 60
India	Aug. 15, 47	Sudan	Jan. 1, 56
Indonesia	Dec. 28, 49	Syria	Jan. 1, 44
Israel	May 15, 48	Tanzania	Dec. 9, 61
Ivory Coast	Aug. 7, 60	Togo	Apr. 27, 60
Jamaica	Aug. 6, 62	Trinidad & Tobago	Aug. 31, 62
Jordan	Mar. 22, 46	Tunisia	Mar. 20, 56
Kenya	Dec. 12, 63	Uganda	Oct. 9, 62
Korea	Aug. 15, 48	Upper Volta	Aug. 5, 60
Kuwait	June 19, 61	Viet-Nam	Mar. 8, 49
Laos	July 19, 49	Western Samoa	Jan. 1, 62
		Zambia	Oct. 24, 64

Aggressive private Turkish interests pace economic surge

Second straight record cereals harvest also aids strong showing

Turkey's economy is continuing its dynamic growth as it moves through the second half of 1967, and appears likely to follow the 1966 gain of 9.4% in the gross national product (GNP) with a gain of 7% this year.

Agricultural remains a dominant influence, as a second straight record cereals harvest will raise total agricultural output by 3 to 4% over 1966.

Industrial output, sparked by the aggressive private sector, will step up output by 11% despite a restraint on investment from a liquidity squeeze caused by the Government's anti-inflation policies, and a drop in imports due to the persistent shortage of foreign exchange.

Turkish Government policy is increasingly favorable to private business activity and foreign private investment, as recent legislation allows more efficient and direct action by the executive branch in spurring development under the newly-passed second Five Year Plan.

Favorable opportunities for direct or joint venture types of investment in agricultural and related food production and processing industries will become increasingly available. The climate is improving also for minerals, lumber and tourism-related investment, while improved capital goods sales openings should follow as the Government's export promotion program increases foreign exchange earnings during the next 18 months.

Copies of the full Economic Trends Reports from which the telegraphic summaries on Turkey, Kenya, and Canada appearing on this page were prepared will be available in about three weeks for $1.50 each from the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151.

New Zealand Airways to purchase Boeing jets

New Zealand National Airways Corp. will purchase three Boeing Co. 737-200 jet airliners, spare engines and parts and related ground support equipment. Financing for the $13.3 million transaction has been authorized by the Export-Import Bank, which is extending 42.5%. Morgan Guaranty Trust Co. of New York is extending 42.5% of the export credit and the Boeing Co. is providing 15%.

Kenya's prospects good as economy makes major gains

Climate for foreign investors expected to remain favorable

Kenya's political stability and improving economy are attracting the growing interest of U.S. exporters and investors.

Despite entrenched third-country competition, opportunities for further increases in U.S. exports to Kenya appear to be good. The climate for foreign investment is favorable and should remain so.

Current trends suggest that the country is making substantial progress toward diversification of the economy, improved regional cooperation, and greater financial self-reliance.

Kenya is averaging an annual rate of growth of over 6% in current prices. Although major problems remain, the country stands a good chance of achieving the major goals of its ambitious, but realistic, development plan (1964-70).

The outlook for regional cooperation is much improved by the recent signing of the Treaty for East African Cooperation. Implementation of the treaty should dispel the long-standing uncertainties surrounding the continuance of a unified market in East Africa.

Significant structural changes are taking place in agriculture, as the Government redoubles its efforts to bring increasing members of African subsistence farmers into the cash economy.

Manufacturing, construction and tourism are spearheading the growth of the non-agricultural sector, with tourism experiencing a spectacular rate of growth.

Given a buoyant economy and increased local funds available for investment, the Government is intensifying its emphasis on financial self-reliance. More attention also is being given to programs dealing with the stubborn unemployment problem, optimum utilization of manpower, and the high rate of population growth.

Canadian slowdown continues despite higher sales to U.S.

Consumer prices and labor costs keep going up in spite of slump

The slowdown in Canadian economic growth which characterized the latter months of 1966 continued through the first part of 1967 as reflected by the decline in real growth in national income.

Although consumption, housing starts, and industrial production have shown recent signs of strength, weakness in investment, consumption and profits precludes any current assessment that the economy already has begun another expansionary cycle.

The only unqualified bright spots are external demand, particularly from the United States, and increased tourist receipts. Despite the moderation in economic activity consumer prices and labor costs continue to increase at an inflationary rate, adversely affecting productivity, profits and investment plans.

Viewing the threat of recession as a greater danger than inflation, the Government has opted for expansionary monetary and fiscal policies, as indicated by the expanding money supply and a relatively large deficit (national accounts basis) in the June 1 budget.

Assuming the Government is successful in guiding the economy into a phase of faster growth during the latter part of 1967, the United States can expect increased bilateral trade with Canada.

The heavy demand for funds by all levels of Government, which are projecting large deficits, as well as by corporations, trying to improve their liquidity positions, will cause continued heavy borrowing by Canada in the United States. Canadian demand for U.S. equities is likely to continue due to the thinness of the Canadian market.

General Telephone to make color TV tubes in Belgium

General Telephone & Electronics, New York, is building a multi-million dollar plant at Tienen, Belgium, for manufacture of Sylvania color television tubes for sale to European manufacturers. It will be completed late this year and operated by a GT&E subsidiary, Sylvania, Benelux, N.V.

Yugoslavia enacts new measures amending foreign investment law

Amendments set forth guidelines for foreign investors; policies aim to improve production, management knowhow

Yugoslav legislation permitting foreign investment in joint ventures with Yugoslav firms officially came into force on July 27. In essence, the legislation established the terms according to which a foreign firm may provide part of the capital necessary to establish a business enterprise in Yugoslavia, and recover profits and principal from such a venture. Equity participation is not envisaged, since according to the Yugoslav constitution the rights inherent in ownership of an industrial enterprise belong exclusively to the workers' council, and these rights may not be alienated.

The new legislation, which consists of amendments to these existing laws, sets forth the following conditions:

- The foreign partner in a joint venture in Yugoslavia may have no rights greater than those of a Yugoslav enterprise entering into a joint venture with another Yugoslav enterprise.
- The voice of foreign management in the operation of the joint venture will be provided through foreign management's participation in a "business committee". The authority and procedures of the business committee will be provided for in the contract setting up the joint venture.
- The contract setting up the joint venture must be registered with the Federal Secretariat of the Economy. The Federal Secretariat of the Economy must act on the application for registration of the contract within two months of the date of application. Details of the contract will be kept secret.
- The total sum of the funds put up by the foreign partner to establish an enterprise in Yugoslavia must be less than the total sum put up by the Yugoslav partner. Exceptions are possible only by special act of the Federal Assembly.
- Foreign investment may normally not be made in the fields of banking, insurance, domestic transportation, trade, and public utilities. Investments must effect an improvement in production, efficiency, technology, business organizations, or exports.
- The rate of tax on the foreign partner's earnings is set at 35%. If the foreign partner reinvests more than 25% of his earnings, the rate of taxation will be reduced according to a sliding scale.
- The foreign partner must either reinvest 20% of his earnings (after taxes) from the joint venture or deposit this amount in a Yugoslav bank.
- Repatriation of earnings by the foreign partners will be in accordance with the terms of the contract and Yugoslav foreign exchange regulations.

In discussions held prior to the enactment of the legislation, it was foreseen that management could make independent decisions in the fields of: Production scheduling and techniques, plant operation, quality control and the right to divert to more profitable lines of production if necessary; sales, advertising, and market promotion; and seeking sources of financing, raw materials, and space parts.

According to a Yugoslav official, the basic motive behind this legislation is not the desire to expand Yugoslavia's sources of financing, but to acquire desperately needed management know-how and business sense.

Italian dealer loses U.S. export privileges

Chris F. Ring of Rome, Italy, an electronics dealer who is also known under variations of his given name, has been denied U.S. export privileges temporarily, pending investigation and hearing to determine if his operations have violated Export Regulations. The sanctions are effective immediately.

Ring's activities first came to the attention of the Commerce Department's Bureau of International Commerce (BIC) several years ago. In 1965 he was charged with violations of the U.S. Export Control Act and Regulations. There were negotiations to dispose of the case by a consent decree but Ring failed to sign the necessary papers.

Other transactions in which Ring participated, involving the procurement or attempted procurement of strategic electronic items exported or to be exported from the United States, came to the attention of BIC. These are under investigation to determine whether there have been violations of U.S. Export Regulations. Ring's privileges are being suspended while this inquiry is in progress.

Under the denial order, all validated export licenses in which Ring has an interest are cancelled, and the respondent, his agents and employees, until further notice, are denied the right to participate in any export transaction involving U.S. commodities or technical data.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States, with a party he knows has been denied export privileges.

Morrocan economy unchanged by crisis

Nation continues to encourage U.S. trade and investment

The major problem facing the Moroccan Government is the slow pace of economic growth. While the economy is generally stable, a number of deflationary elements must be counteracted.

Morocco continues to welcome and encourage U.S. and other foreign private investment. This policy remained unchanged even at the height of the Middle East crisis, which had comparatively little effect on the economy, except for the tourist industry. Nevertheless tourist arrivals are regaining their pre-crisis levels, and the country's huge tourism potential should continue to attract U.S. hotel industry investors.

Two successive years of poor cereal crops have reduced the purchasing power of rural areas, and the deflationary effects of the poor harvests have spread throughout the economy.

Partly due to lack of rainfall, which has reduced the area available for pasturage, meat supplies have been plentiful and have helped bring about a drop in the cost-of-living index.

Unemployment remains high, although there are indications that wages in private industry have risen about 5% in the past year and that overall employment has increased slightly.

Simplified and liberalized import controls introduced during June place imports from all countries on an equal basis. U.S. exporters, however, face stiff competition from European suppliers and must make a determined effort if they expect to increase the U.S. market share.

New measures soften EEC's policy on company mergers, sales accords

Decision on small steel mergers blurs distinction between ententes and concentrations; paint group, distributor agreements affected

By GRACE W. FINNE
European Division, BIC

Several recent decisions have eased the path toward company mergers and sales agreements in the European Economic Community (EEC).

The recent measures have: exempted mergers of small coal and steel firms from prior authorization; extended the Bloc exemption from anti-trust action for exclusive distributorship agreements; and exempted for five years a cooperation agreement between 18 medium-sized marine paint producers from the EEC ban on restrictive agreements.

Small coal and steel firms

The Council of Ministers of the European Coal and Steel Community (ECSC) approved a High Authority decision to exempt mergers of certain firms from prior authorization in accordance with Articles 65 and 66 of the ECSC Treaty. The exemption took effect July 15. The decision on 'Concentrations Among Producers' establishes two basic criteria to qualify firms for the exemption: that the joint production of the firms involved in the merger did not exceed specified annual production quantities for the three years prior to the merger; and that they do not exceed 30% of total European Community production of specified steel products.

The annual production limits for coal and steel are, in thousands of metric tons: coal (net extraction, screened and washed) 10,000; coal agglomerates 1,000; blast furnace coke 3,000; ore agglomerates 4,000; cast iron and ferro-alloys 2,500; crude steel (ordinary steel: ingots, semi-products and liquid steel) 3,000; special steels, alloys and non-alloys (ingots, semi-products and liquid steel) 200; finished rolled products 2,400. No limit has been imposed on the extraction of iron ore.

The 30% provision applies to the following steels products: railroad track material; sheet piles; wide flange beams; other sections of more than 80 mm. and Z sections; rounds and squares for tubes; reeled-up wire rods; merchant bars; universal plates; hoop and hot rolled tube strip; hot rolled sheets of 4.76 mm. and over; hot rolled sheets of 3 to 4.75 mm.; hot rolled sheets under 3 mm.; coils finished products; cold rolled sheets under 3 mm.; cold rolled hoop and strip for the manufacture of tinplate; tinplate; blackplate, used as such; galvanized, leaded or otherwise coated sheets; and electrical sheets.

> The rules of competition applicable to business enterprises are stated in Article 85 of the Treaty of Rome:
>
> 1. The following shall be deemed to be incompatible with the Common Market and shall hereby be prohibited: any agreement between enterprises, any decisions by associations of enterprises and any concerted practices which are likely to affect trade between the Member States and which have as their object or result the prevention, restriction or distortion of competition within the Common Market, in particular those consisting in:
>
> (a) the direct or indirect fixing of purchase or selling prices or of any other trading conditions;
>
> (b) the limitation or control of production, markets, technical development or investment;
>
> (c) market-sharing or the sharing of sources of supply;
>
> (d) the application to parties to transactions of unequal terms in respect of equivalent supplies, thereby placing them at a competitive disadvantage; or
>
> (e) the subjecting of the conclusion of a contract to the acceptance by a party of additional supplies which, either by their nature or according to commercial usage, have no connection with the subject of such contract.

Council approval of the High Authority decision came on June 5, and supersedes previous High Authority decisions 24-54 and 28-54.

The current decisions will tend to encourage mergers of firms in the coal and steel sector. The High Authority has conducted studies on the economic and technological advantage of larger production units and concluded that the optimum capacity for an integrated steel complex producing flat steel products ranges from 2-4.5 million metric tons a year.

The High Authority survey found six steel works producing an average of 1.8 million metric tons in 1965, and 12 plants with an average production of 1.3 million metric tons. A total of 191 steel works, accounting for 43% of total ECSC production of crude steel in 1965, had an annual output of less than 1 million tons.

The number of coal mines in operation in ECSC countries declined by about half during 1957-66, because of rationalization measures and the closing down of unprofitable mines. At the end of 1965 there were 243 coal mines in operation with an average daily output of 3,380 tons, while at the end of 1966 there were only 216 mines with an average daily output of 3,545 tons.

Total community production of hard coal amounted to 218 million metric tons in 1965 and 204 million tons in 1966, with further production cutbacks scheduled in view of record stocks of coal at the pitheads.

In the year ending January 31, 1967, the High Authority authorized 16 mergers of firms where the market impact on competition was considered minor and 15 mergers where major producers were involved. In the latter category was the Denain Nord-Est Longwy merger resulting in a combined crude steel production of 6.2 million metric tons, or 7.2% of total Community steel production in 1965.

The High Authority authorized the agreement between the West German and Dutch steel producers, Hoesch and Hoogovens, on the basis that it constituted a "concentration" and not a restrictive agreement ("entente"). Hoogovens will be the principal stockowner of Hoesch although holding a minority interest. In return Hoogovens will transfer to Hoesch its control of Dortmund-Hoerder.

Asked by the Committee on the Internal Market of the European Parlia-

ment about the criteria for regarding the Hoesch-Hoogovens case as a "concentration", rather than an "entente", the High Authority cited the practice described in its annual reports, the special report, ECSC: 1952-62, and ECSC Bulletin No. 47, and noted that the essential element of a "concentration" is the acquisition of control of a firm. The High Authority conceded, however, that it is difficult to establish precise *a priori* rules for border-line cases.

Distributorship agreements

On May 1, EEC Commission regulation 67/67, granting bloc exemption of exclusive distributorship agreements from anti-trust action under Article 85 of the Rome Treaty, became effective. This regulation applies to the numerous bilateral agreements between manufacturers and dealers whereby the latter acquire exclusive selling rights in a specified area, covering more than one member state in the Community. Qualifying agreements no longer have to be notified to the EEC Commission.

The Commission justified this regulation on the grounds that such arrangements will improve marketing. Competing producers may not appoint each other as exclusive distributors, as this would impair intra-Community trade.

The Commission anticipates that exclusive distributorship agreements which do not qualify for bloc exemption under the regulation will be amended to qualify before the Oct. 3 deadline.

Regulation 67/67 was published in the Mar. 25 issue of the Official Journal of the European Communities (p. 849).

Marine paint association

On July 7 the EEC Commission exempted for five years from the ban on restrictive agreements in Article 85 (1) a cooperation agreement between 18 medium-sized marine paint producers. Members of the Transocean Marine Paint Association are located in five EEC countries as well as other European and non-European countries. The headquarters of the Association is in the Netherlands.

Members of the Association will pool their technical know-how to develop certain marine paints, manufacture such paints from standard formulas, and market these products. The cooperation agreement reflects the efforts of the medium-sized member firms to compete more effectively world-wide with large international marine paint manufacturers.

The case of the Transocean Marine Paint Association is a test case for a number of decisions before the Commission on cooperation between small and medium-sized firms. The major criteria for the Commission's approval of the Transocean Marine Paint Association was the relatively small share of the EEC market by the members of the association and the keen competition from large international marine paint manufacturers. The Commission reserved the right to examine further the activities of the members to ascertain whether the exemption would continue to be justified.

The decision of the Commission in regard to the Transocean Marine Paint Association appears in the July 20 Official Journal of the European Communities, No. 163/10.

For background on the EEC Commission's competition policy, see: Hans von der Groben: *Competition Policy in the Common Market*, "Community Topics" No. 19. Available from the European Community Information Office: 808 Farragut Building, 900 17th St., NW., Washington, D.C. 20006, or 2207 Commerce Building, 155 East 44th St., New York, N.Y. 10017.

Marine paint research

Technological research on marine paints and coatings has been conducted by the Organization for Economic Cooperation and Development (OECD). A separate body, the Permanent International Committee for Research on the Preservation of Material in the Marine Environment (P.I.C.) was set up last December. This committee is composed of representatives from European governments, industry and research organizations.

Ethiopia tightens inspection controls on drug imports

The Government of Ethiopia has announced its intention to enforce more stringent quality controls applicable to imports of drugs and pharmaceutical products. As a result, a prerequisite for import licensing will now be certification of approval for domestic sale by the government of the exporting country.

American manufacturers desiring to introduce new pharmaceutical products into Ethiopia are therefore advised to send advance evidence of their products' acceptance by the U.S. Food and Drug Administration to the Imperial Central Laboratory and Research Institute, P.O. Box 1242, Addis Ababa, Ethiopia. A copy should also be sent to the attention of Ato Hailu Guade in the Ministry of Public Health, Imperial Ethiopian Government, P.O. Box 1234, Addis Ababa, Ethiopia.

Exporters previously established in Ethiopia may submit documentation through local distributors or agents.

French decrees give job changes

New edicts on employment spell out various benefits

The French Government has issued a series of decrees concerning employment which were published in *Journal Officiel* of July 19.

Of particular interest is a decree which provides for the lengthening of the notice period on layoffs and defines a basis for the calculation of legal minimum separation pay.

The decree stipulates that effective immediately, all employees with two or more years of seniority in the event of layoff will receive a minimum indemnity equal to ten hours of salary or 1/20th of the monthly salary for each year of service, the average wage of the last three employed months to be the basis of calculation.

In addition, two-months' notice must precede any layoff of an employee with two or more years of seniority, or a one-month notice with another indemnity equal to that of the preceding paragraph, plus any other payments covered by a collective bargaining agreement.

Provisions for these minimum indemnities must be made part of any collective agreement entered into or renewed after Jan. 1, 1968.

Present one-month layoff notices will continue to be required for employees with six-month to two-year seniority.

Other decrees introduce the following innovations:

- A National Employment Agency for placement and job counseling is established.
- Retraining assistance will cover workers who are still employed.
- The Government will grant compensation to all unemployed registered with the National Employment Agency.
- The optional unemployment insurance system based on contributions by employers and employees in commerce and industry will become mandatory on Jan. 1, 1968.

Investment Opportunities

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Six European manufacturers seek U.S. license agreements

Interest shown in output of new types of valves, soft drinks, synthetic containers, air conditioning equipment, machinery

Six European manufacturers are seeking licensing agreements with U.S. firms to produce such products as new types of valves, fittings and pumps, soft drinks, synthetic containers and tanks, air conditioning and heating equipment, machinery, earth and rock boring and drilling equipment.

- A German processor and bottler of fruit juices is interested in obtaining a license from a U.S. manufacturer of **soft drinks.**

The company operates two processing/bottling plants employing about 30 persons. Sales for 1966 were reported to be approximately $900,000. Project 7861. WTD.

- A manufacturer and exporter of steel and iron castings, wheels, bearings, pumps and fittings, wants to produce under U.S. license, **newly developed types of pumps, valves and fittings.** The German company operates a planning, designing and engineering division for products of this type.

Established in 1920, the firm's facilities include a steel foundry and an iron and steel processing plant. Employing about 500 persons plus 12 salesmen, the company reported sales of approximately $4.5 million for 1966. The concern distributes its products throughout the world. Project 7865. WTD.

- A manufacturer and exporter of oil burners, gas burners and steel heating boilers is interested in producing under U.S. license **plastic containers and tanks made of glass fiber reinforced polyester.** The German company also imports and distributes cast iron heating boilers, low pressure steam boilers and leakage warning systems for oil tanks.

The firm reportedly operates a medium sized plant with modern machinery and warehouses and employs about 40 people. Sales for 1966 were said to be about $2 million. The company is a subsidiary of a prominent German wholesaler of iron and steel products. Project 7860. WTD.

- A medium-sized manufacturer of hot water boilers and iron castings for stoves, boilers, ovens and electrical machinery seeks a licensing arrangement with a U.S. firm.

The Dutch company is primarily interested in producing **air conditioning and hot air heating equipment** for distribution throughout the Common Market Countries. Project 7863. WTD.

- A producer of gray iron and aluminum castings seeks to diversify its operations through a licensing agreement with a U.S. company.

Established in 1868, the Swiss concern is interested in manufacturing **machinery or machine tools for the plastics, chemical, packaging, food, textile, and metalworking industries.** It has approximately 150 employees, plus three traveling salesmen and markets its castings to Swiss machinery manufacturers. Annual sales are reported to be around $1 million.

The Swiss company says it would consider establishing sales agents in other European countries, if necessary, for distribution of the machinery. Project 7864. WTD.

- A fabricator of automotive vehicles, truck chassis, hoisting equipment and drilling machinery is interested in a licensing arrangement with a U.S. firm to manufacture **earth and rock boring and drilling equipment.** The French concern is primarily interested in modern seismic drillers for the petroleum and other industries.

Established in 1965, the company reportedly owns and operates a well equipped plant employing about 100 persons. Project 7862. WTD.

Anhydrous dextrose venture proposed

A producer of starch, gluten, oil and oilcake meal is interested in a joint venture with an experienced U.S. firm to manufacture anhydrous dextrose and corn steep liquor. Sought of a U.S. company is technical assistance, financial participation, and a license to utilize patents. The Indian concern would also expect to benefit from research conducted by the U.S. partner. In return, a U.S. concern is offered up to 49% equity in the proposed enterprise.

The Indian firm's manufacturing facilities are located at Mandsaur, about 750 miles from Bombay. Annual production capacity of starch is claimed to be 7,000 metric tons. Plans call for the manufacture of 1,500 metric tons of anhydrous dextrose and an unspecified quantity of corn steep liquor, using starch as the raw material. Maize, a basic raw material, is both grown domestically and imported from the United States, according to the Indian company. The proposed production would be marketed in India, particularly to manufacturers of antibiotics.

Although the planned operation will be situated in Mandsaur, the Indian firm has not yet fully determined its labor equipment and other production requirements. It is hopeful that the U.S. partner will provide assistance in this phase of the project.

The Indian concern reports that neither anhydrous dextrose nor corn steep liquor are currently being manufactured in India. Project 7859. WTD.

World Trade Opportunities

Ethiopia invites bids on school equipment and construction

Ethiopia is offering a tender for equipping three technical schools to be financed by the I.D.A., including: general office equipment and furniture; auto mechanics' equipment and workshop furnishings; business education equipment and furniture; drafting equipment; electricity-electronics equipment and workshop furnishings; metalworking equipment and workshop furnishings; wood and general construction equipment and workshop furnishings.

Bid deadline is Nov. 30. Bids should be submitted to: Ministry of Education Head Office, Imperial Ethiopian Government, P.O. Box 1367, Addis Ababa, Ethiopia. Address should be marked: "Supply of Technical School Equipment, I.D.A. Loan Project."

Tender documents are available at U.S. $4 per set, plus postage from the procuring agency at the above address. Bid bond in penal sum of U.S. $400 is required and performance bond of 15% of original contract must be posted.

Also the Ethiopian Ministry of Education and Fine Arts is calling for bids for the construction of seven secondary schools under an I.D.A. Loan.

The bid deadline is 12 noon, Oct. 5.

The specifications, terms and conditions of the bids are available from the Architect's Department, Ministry of Education and Fine Arts, Addis Ababa, P.O. Box 1367, Addis Ababa upon the nonrefundable payment of Ethiopian $100 (U.S. $40) plus postage.

Past tenders of this type have shown a preference for aluminum prefabricated framing, with locally procured chipwood paneling.

Jamaica water system expansion open to bids

The National Water Authority of Jamaica is seeking bids for the expansion of the existing water system in the Falmouth area of Trelawny Parish. The work to be performed consists of laying approximately three miles of 12", 10" and 8" class 150 cast iron pipes and accessories and approximately nine miles of 12", 8", 6" and 4" class 150 asbestos cement pipes and accessories.

Bidding is restricted to Jamaican, U.S. or joint venture firms. No bid may be withdrawn for a period of 90 days after the scheduled closing time for receipt of bids.

Bids should be submitted to the National Water Authority, 14-16 Oxford Road, Kingston 5, Jamaica by 12 noon on Friday, Sept. 29.

The documents and plans for this project may be obtained from the National Water Authority upon deposit of Five Pounds or U.S. $14 per set.

This project is financed jointly by the Government of Jamaica and the Agency for International Development.

Each proposal must be accompanied by a certified check, cashier's check, surety bond issued by a bank or insurance company, or a cash deposit in the amount of 2½% of the total bid. Checks should be made payable to: Secretary/Manager, National Water Authority.

The successful bidder will be required to furnish a performance bond in the sum of not less than 25% of the contract computed on the basis of the prices stated in the Bills of Quantities.

Documents and plans will be sent overseas by air parcel from Jamaica upon receipt of an additional separate nonrefundable payment of U.S. $6.

German firm seeks contact with suppliers of trash crushers, compacting units

In view of the rapid rise in the use of disposable metallic, plastic and glass containers, a German firm believes there is an excellent market potential for trash crushers and compacting units.

The firm, Bauschau Bonn GmbH, is interested in contacting U.S. firms to exhibit and demonstrate equipment in its permanent exhibit premises. They will also help to find distributors and agents.

Interested companies are requested to send sales literature to the firm at Baunscheidstrasse 15, 53 Bonn, West Germany. WTD 3/67.

Thailand requests bids on communication items

Metropolitan Electricity Authority, 121 Chakrapetch Road, Bangkok, Thailand, invites bids for plastic asphalic-base type cable compound (Anaconda No. 150 Super Seal or Perelli General No. 2B or equal); tape, black vanished cambric, bias cut, oil immersed 0.010" thick by 4 yd. roll; cable splicing kits for PILC cable; lead sleeves, extruded from commercially pure lead, ASTM Specification B29-55; wipping solder bar, ASTM Specs. B32-58T. Tender No. MEA-PSD-091.

Bid deadline is Sept. 19.

Specifications are available for review only in the offices of the Trade Opportunities Staff, BDSA-624, Room 4203, U.S. Department of Commerce, Washington, D.C. 20230.

Thailand calls for bids for Nan River project

Royal Irrigation Department, Samsen Road, Bangkok, Thailand, has issued a call for bids on ten 100 hp. marine diesel engines 16-150 cc. motor scooters, three 600 cfm engine-driven air compressors, two self-propelled type crawler rock drills and two jack hammers. Tender No. NR-1-4.

Bid deadline is Sept. 25.

A copy of the specifications is available for review only in the offices of the Trade Opportunities Staff, BDSA, Room 4203, U.S. Department of Commerce, Washington, D.C. 20230.

Pakistan wants to buy receivers, generators

The Pakistan Telegraph and Telephone Department has issued Tender No. 21-5/66/689 for the supply of communications receivers and diesel engine generators.

Bid deadline is Oct. 3.

Bid should offer two communications receivers, frequency range 500 Kc/s-30.5 Mc/s for I.S.B., D.S.B. and C.W., complete with F.S.K. adapters; two diesel engine generators for continuous duty having an output of 3.5 kw., 220 volts, 50 cycles. Spare parts for two years should be offered for both items.

Copies of tender announcement and specifications are available from the Telegraph and Telephone Directorate General Block No. 48-A Pakistan Secretariat, Karachi, Pakistan, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4038).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Malaysia seeks builders for irrigation system

The Malaysia Drainage and Irrigation Department is inviting bids for the construction of the reticulation system of the Muda Irrigation Project at Kedah.

The project comprises the construction of canals, drains and drainage and irrigation structures involving 2,269,353 cubic yards of earthwork, 14 offtakes, 8 control drops, 17 irrigation end controls, 10 drainage end controls, 29 footbridges, 6 road culverts, 1 irrigation syphon, 2 underdrainage culverts, and 4 drainage controls.

Bid deadline is Sept. 25.

Prospective bidders should submit their names to: The Director, Drainage and Irrigation Department, Headquarters, Jalan Swettenham, Kuala Lumpur, Malaysia.

The names subsequently will be forwarded to the World Bank and tender documents will be issued only to bidders approved by it.

Greece sets bid deadline for telephone equipment

The Hellenic Telecommunications Organization, Ltd., 6 Klisovis St., Athens, Greece, has set Sept. 29 as the bid deadline on Tender No. 6518 for the supply of 160 switchboards and associated equipment for the extension of manual toll telephone exchanges. (INTERNATIONAL COMMERCE, July 31, p. 43, SIC No. 366)

World Trade Opportunities pages 30-35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

ENGLAND—Medicinal herbs, roots, barks, culinary herbs, spices. Joseph Flach and Sons Ltd. (importer), 140 Falkland Road, London, N.8. WTD 8/10/67.

121 Bituminous coal

● **CEYLON**—160,000 tons best selected grade locomotive coal for delivery during the period Dec. 1 to Nov. 30, 1968. Tender C & F and F.O.B.T 1967/68, bid deadline Oct. 28. Tender forms and specifications may be obtained by writing to the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.★ (Telephone: 202-WO 7-2421).

149 Nonmetallic minerals

BELGIUM—Rough Diamonds. Kurt Einhorn, P.V.B.A. (importer, exporter, distributor), 53 Hovenniersstraat, Antwerp. WTD 8/67.

200 Food products

SOMALIA—Rice, flour, biscuits, canned and powdered milk, canned fruit, tomato paste, cooking oil. Modern Trading Co. (importer, wholesaler), P.O. Box 260, Hargeisa. WTD in preparation.

SURINAM—Frozen and fresh fruits; frozen and fresh vegetables; frozen and fresh sausage products, pork and pork products, beef, lamb, veal, poultry, chicken parts. Seeks single export source. J. L. Jong A Kiem (importer, wholesaler, retailer), Steenbakkerijstraat 66—P.O. Box 272, Paramaribo. WTD 1/67.

207 Confectionery

NETHERLANDS—Confectioneries, especially cookies. Desires sole purchasing rights for The Netherlands. Firma Ant. Thijs (importer, wholesaler, agent), 6 Leemstraat, Roosendaal. WTD in preparation.

221 Broad woven fabric mills, cotton

BARBADOS—Cotton prints. Pioneer Agencies Ltd. (manufacturers' representatives), Plantations Ltd. Bldg., Room 312, P.O. Box 710C, Bridgetown. WTD 8/8/67.

● **CEYLON**—Ticking, blue narrow striped, for mattresses, 40,000 linear yards. Tender No. Ref. 2 8/11/67. Bid deadline Oct. 24. Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Ceylon.★ (Telephone: 202-967-5238.)

231 Men's, youths', boys' suits, coats, overcoats

NETHERLANDS—Paper, cellulose or viscose-based ready-made clothing, especially men's suits, shirts. Direct purchase and agency. Lambers Van Driel (importer, retailer, agent), 42 Demer, Eindhoven. WTD in preparation.

232 Men's, youths', boys' furnishings

NETHERLANDS—Paper, cellulose or viscose-based ready-made clothing. Direct purchase and agency. Lambers Van Driel (importer, retailer, agent), 42 Demer, Eindhoven. WTD in preparation.

251 Household furniture

GERMANY—Plastics household furniture, boards, tables, racks, bedsteads. Direct purchase and agency. Jacob Juergensen (agency, importer), 2000 Hamburg 22, Heinrich-Hertz-Strasse 77. WTD 7/66.

263 Paperboard mills

ENGLAND—Kraft linerboard. William Dolan (Boxes and Cartons) Ltd. (manufacturer), Knowl St., Stalybridge, Cheshire. WTD 8/10/67.

264 Converted paper, paperboard products

ENGLAND—Wallpapers, vinyl wall coverings. Arthur J. Thomas and Co. Ltd. (importer, wholesaler), 145-151 Foleshill Road, Coventry. WTD 8/10/67.

MALAYSIA—Manila folders and lever arch files. Direct purchase and agency. R. Leong & Co. (importer, wholesaler, indent agent, retailer), 196 Jalan Bandar, Kuala Lumpur. WTD 7/67.

281 Industrial chemicals

MOROCCO—All kinds of plasticizers, pigments, colorings, dyes used in plastic industry; complete range of heavy chemicals. Direct purchase and agency. Quotations c.i.f. Casablanca. Compagnie de Produits Chimiques et Metallurgiques du Maroc (importer), Boulevard Ouk at Badi, Casablanca. WTD 8/67.

282 Synthetic materials

DENMARK—High and low density polyethylene; polypropylene resins, raw materials; polystyrene resins and raw materials; acrylbutadiene-styrene (ABS) resins and raw ma-

terials; polyvinylchloride (PVC) resins and compounds. Direct purchase and agency. H. A. Moller (importer, distributor, agent), 4, H. C. Andersens Boulevard, Copenhagen V. Cable: HAMOL, Copenhagen. WTD 8/67.

NETHERLANDS—Synthetic raw materials for footwear, leatherware industries. Direct purchase and representation for Common Market area. Lederfabriek "De Adelaar" N.V. (manufacturer, importer, exporter, distributor), 32 Venneweg, Rijen. WTD 8/67.

287 Agricultural chemicals

MOROCCO—Sulfur and sulfur-containing preparations for agriculture. Direct purchase and agency. Quotations c.i.f. Casablanca. Compagnie de Produits Chimiques et Metallurgiques du Maroc (importer), Boulevard Ouk at Badi, Casablanca. WTD 8/67.

306 Fabricated rubber products

AUSTRALIA—Rubber valves. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

307 Plastic products

AUSTRALIA—Corrosion resistant chemical equipment, of plastic, to include valves, related equipment. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

GERMANY—House construction, elements and parts for outside and inside utilization; utility containers. Direct purchase and agency. Jacob Juergensen (agency, importer), 2000 Hamburg 22, Heinrich-Hertz-Strasse 77. WTD 7/66.

ITALY—Packaging strap made of polypropylene or other plastic materials. Exclusive selling franchises desired. Walter Aleotti (retailer), 8 A/B Via Fratelli Rosselli, Bologna. WTD 8/16/67.

311 Leather tanning, finishing

NETHERLANDS—Finished and unfinished leather, related products for footwear, leatherware industries. Direct purchase and agency for Common Market area. Lederfabriek "De Adelaar" N.V. (manufacturer, importer, exporter, distributor), 32 Venneweg, Rijen. WTD 8/67.

314 Footwear, except rubber

LIBERIA—Shoes for men, women, children. Monrovia Fair Store (importer, wholesaler, retailer), P.O. Box 865, Broad St., Monrovia. WTD 7/27/67.

316 Luggage

LIBERIA—Suitcases and briefcases of leather, imitation leather, fiberglass, plastic. Monrovia Fair Store (importer, wholesaler, retailer), P.O. Box 865, Broad St., Monrovia. WTD 7/27/67.

322 Glass, glassware

● **TUNISIA**—Supply of laboratory and other glass bottles of various shapes and sizes, 40 mm. rubber stoppers and aluminum caps, aluminum ointment tubes, cellophane and .025 mm. aluminum sheets of varying widths. Tender No. 6, bid deadline Oct. 20. Pharmacie Centrale de Tunisie, Avenue Charles Nicolle, El Menzah, Tunis. Tender documents are available in French only from Containers and Packaging Division, BDSA, Washington, D.C. 20230.★ (Telephone: 202-967-3147).

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—North Carolina calcined phosphate rock. Produits Chimiques du Rupel NV (importer, exporter, distributor), 15 Gansbroeckstraat, Ruisbroek-Sauvegarde, Antwerp. WTD 8/67.

331 Steel mill products

FRANCE—First and second quality cold rolled steel sheet and strip, flat and in coils. Direct purchase and agency. Ets. Joseph Levy (importing, wholesaler), 64 Faubourg de Besancon, 25 Montbeliard. WTD 8/67.

342 Cutlery, hand tools, general hardware

GERMANY—Hand tools for masons, bricklayers; for tile setting and flooring, road building; only products new to market. Werkzeugfabrik Deggingen GmbH (manufacturer, wholesaler, exporter, importer), 7345 Deggingen, Postfach 19, Ditzenbacher Strasse 14. WTD 8/67.

343 Heating apparatus, plumbing fixtures

GERMANY—Oil heaters, portable and stationary. Price quotations requested f.o.b. U.S. ports. Hans Wilms OHG (importer, exporter, wholesaler, distributor, sales agent), 78 Bahner, 407 Rheydt-Giesenkirchen. WTD 8/9/67.

344 Fabricated structural metal products

AUSTRALIA—Corrosion resistant chemical equipment, of stainless and special alloys, to include heat exchangers, related equipment. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

349 Fabricated metal products

AUSTRALIA—Corrosion resistent chemical equipment, of stainless steel, special alloys: valves. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

351 Engines, turbines

KOREA—Outboard motors for all purposes. Direct purchase and agency. Young Poong Trading Co., Ltd. (importer, exporter), 33 Surin-dong, Chongno-ku, Seoul, International P.O. Box 1065 Seoul. WTD 9/21/66.

353 Construction machinery

● **GREECE**—Ten mobile mounted cranes for use at Port of Piraeus. Six-ton maximum lift capacity, powered by diesel-hydraulic or diesel electric drive. Tender and bid deadline to be announced later. Piraeus Port Authority (OLP), Technical Services, Equipment Management, Mechanical Engineering Section, Akti Miaouli & II Merarchias St., Piraeus.★ (Telephone: 202-967-5566).

354 Metalworking equipment

● **INDIA**—60 crucibles, 1,000 lb. capacity, suitable for melting brass in a Morgan furnace. Tender No. P/303/22/123, ISM Ref. No. D/ENQ/2399, bid deadline Sept. 20. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents available for $1.25 each from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● **KOREA**—Supply of metalworking equipment, including: one electrical impact wrench, 3 hp. motor; dual head automatic roller and idler rebuilding machine complete with two 500 amp. DC welders, wire feed assemblies, etc.; one dual head track link rebuilder complete with two 500 amp. DC welders, etc.; one flux crushing machine; two 16 m/m sound projectors; and two six cylinder, 145 hp. audio visual education mobile units. Tender No. KFX-7103-S, bid deadline Sept. 14. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2723).

355 Special industry machinery

AUSTRALIA—Food processing equipment, including sanitary type fittings, pumps, valves. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

BRAZIL—Special machine for use in manufacture of brake linings in rolls of 10 to 20 meters each. Lonaflex S/A Guarnicoes para Freios (manufacturer), Av. dos Autonomistas 7064 (Osasco), Caixa Postal 9252, Sao Paulo. WTD 12/5/66.

KOREA—All types of textile machinery including parts, attachments. Direct purchase and agency. Hyup-Sung Corp. (sales agent), I.P.O. Box 1471 Seoul. WTD 8/67.

356 General industrial machinery

AUSTRALIA—Corrosion resistant chemical equipment, of stainless steel or special alloys to include pumps, centrifuges, (liquid) filters, related equipment. Direct purchase and agency. Chemical Construction and Equipment Co. Pty. Ltd. (importer, retailer, manufacturer), 22-26 McEvoy St., Waterloo, N.S.W. WTD in preparation.

357 Office, computing, accounting machines

MALAYSIA—Stapling machines, pencil sharpeners, perforators. Direct purchase and agency. R. Leong & Co. (importer, wholesaler, indent agent, retailer), 196 Jalan Bandar, Kuala Lumpur. WTD 7/67.

358 Service industry machines

BRAZIL—Engineering and equipment for U.S.-style cafeteria to be installed in Sao Paulo. Mr. Aristides Pileggi (investor), Av. Paulista 1793, 8° andar, Sao Paulo. WTD in preparation.

GERMANY—Portable, high pressure water automobile washing and cleaning machines. Price quotations requested f.o.b. U.S. ports. Hans Wilms OHG. (importer, exporter, wholesaler, distributor, sales agent), 78 Bahner, 407 Rheydt-Giesenkirchen. WTD 8/9/67.

KOREA—Window type room air conditioners. Direct purchase and agency. Eiwha Trading Co., Ltd. (sales agent, importer), International P.O. Box 1063 Seoul. WTD 11/16/66.

362 Electrical industrial apparatus

NETHERLANDS—Electric, electronic, pneumatic and hydraulic process control equipment and devices, telecontrol equipment, electric power relays, static switching and elimination equipment. Direct purchase and exclusive agency. Vonk N.V. (importer, manufacturer, sales agent), 16 De Holwert, Coevorden. WTD 6/67.

363 Household appliances

● **EL SALVADOR**—Supply of one washing machine, one laundry dryer, and one centrifuge. Tender No. 87(67), bid deadline Sept. 13. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

KOREA—Household refrigerators; those with capacity below 6.3567 cubic feet, 180 liters, unsuitable. Direct purchase and agency. Eiwha Trading Co., Ltd. (sales agent, importer), International P.O. Box 1063 Seoul. WTD 11/16/66.

366 Communications equipment

● **GREECE**—Supply of 64 open-wire, 12-channel carrier telephone systems at an estimated cost of $1.2 million. Tender No. 6537, bid deadline Sept. 28. Hellenic Telecommunications Organization, Ltd., 6 Klissovia St., Athens.★ (Telephone: 202-WO 7-4823).

● **KENYA**—Supply of private manual branch telephone exchange switchboards. Tender documents will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, England, to qualified bidders. Reference should be made to DF 425416 of Aug. 4.

NETHERLANDS—Telecommunication and telecontrol instruments, equipment. Direct purchase and exclusive agency. Vonk N.V. (manufacturer, importer, sales agent), 16 De Holwert, Coevorden. WTD 6/67.

367 Electronic components, accessories

NETHERLANDS—Relays, for electronic use. Direct purchase and exclusive agency. Vonk N.V. (manufacturer, importer, sales agent), 16 De Holwert, Coevorden. WTD 6/67.

372 Aircraft, parts

● **ICELAND**—Supply one search and rescue helicopter for the Iceland Coast Guard similar to the Sikorsky S-61 or the Boeing CH-46D. Bid deadline Sept. 29. A copy of Tender No. 1262 may be reviewed in room 4312, Transportation Equipment Division, Department of Commerce, Washington, D.C. 20230.

385 Ophthalmic goods

SOUTH AFRICA—Sunglasses and spectacle frames. Direct purchase and agency. Peninsula Optical Co. (Pty.) Ltd. (importing distributor, manufacturer), P.O. Box 2430, Cape Town, C.P. WTD 8/9/67.

386 Photographic equipment, supplies

FRANCE—Photomechanical equipment and devices of modern types, accessories, supplies; graphic art supplies, all categories; precision instruments, tools. Descriptive literature, price lists requested. Seripho (manufacturer), 84-86 Rue Condorcet; 33- Bordeaux, Gironde. WTD 8/67.

394 Toys, amusement, sporting, athletic goods

BELGIUM—Toys, small, plastic, metal. Exclusive agency for Benelux countries. Etablissements A. Demol-Guyot (agent), 2A Avenue des Deportes, Dilbeek. WTD 8/8/67.

395 Pens, pencils, office, artists' materials

MALAYSIA—Carbon paper, typewriter ribbons, paper clips, fasteners. Direct purchase and agency. R. Leong & Co. (importer, wholesaler, indent agent, retailer), 196 Jalan Bandar, Kuala Lumpur. WTD 7/67.

399 Manufacturing industries

MOROCCO—All kinds of floor coverings including hard surface floor coverings. Direct purchase and agency. Quotations Casablanca. Peter Haas, B.P. 722, Casablanca. WTD 8/67.

All types of miscellaneous sundries. Direct purchase and agency. Quotations Casablanca. Peter Haas, B.P. 722, Casablanca. WTD 8/67.

374 Railroad equipment

● **THAILAND**—Supply of 6 sets of re-railing equipment comprising telescopic jack lifting with a capacity of 100 tons, displacing jack for lateral movement, steel counter-support for displacing jack, steel roller carriage, re-railing bridge, and control desk. Bid deadline Sept. 19, tender no. 10396. State Railway of Thailand, Yod-Se, Bangkok. Specifications of tender are available from Room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

399 Manufacturing industries

● **GREECE**—Matches. 15,000 cases (each case containing 7,200 boxes each). Swedish type safety matches, without sulphur and phosphorus. Tender No. B/615/67, bid deadline Oct. 9. Ministry of Commerce, State Purchases Directorate B, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-3365).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Raw cotton. Cathay Trading Co., Ltd. (agent), 2nd Floor, 62 Nanyang St., Taipei. WTD in preparation.

214 Tobacco

SPAIN—Tobacco, leaf. Vici Import (importer, agent), Leon y Castillo 10, Las Palmas de Gran Canaria, Canary Islands. WTD 8/67.

227 Floor covering mills

SPAIN—All classes of floor coverings. Vici Import (importer, agent), Leon y Castillo 10, Las Palmas de Gran Canaria, Canary Islands. WTD 8/67.

229 Textile goods

GERMANY—Cotton linters second cuts, waste peeler combers. Johannes A. Kratochwill (sales agent), Wandsbeker Marktstrasse 10, Hamburg 70. WTD 7/67.

Cotton thread waste, also mixed with synthetic fibers. Johannes A. Kratochwill (sales agent), Wansbeker Marktstrasse 10, Hamburg 70. WTD 7/67.

SPAIN—Textile goods, all classes. Vici Import (importer, agent, distributor), Leon y Castillo 10, Las Palmas de Gran Canaria, Canary Islands. WTD 8/67.

264 Converted paper, paperboard products

HONG KONG—Paper for manufacturing shirts, dresses. Exclusive agency. H. Cheong-Leen & Co. (importer, manufacturer, exporter), P.O. Box 584, Hong Kong. Cable: LEENCHEONG. WTD 8/9/67.

NETHERLANDS—Cleansing tissues, paper washcloths, paper diapers, facial tissues, paper napkins, paper doilies, paper towels, paper hospital sheets and pillowcases, surgeons' paper coats, hats and cloths, paper laundry and throwaway type garment bags, paper garment storage and wardrobe bags, paper clothing for medical, other professional use. Exclusive representation for Netherlands. N. V. Hotex (wholesaler), 17-19 Pansierstraat, The Hague. WTD 8/67.

311 Leather tanning, finishing

ITALY—Sheep leather splits, pickled skivers, and partly chrome tanned leather. Requests replies in Italian, French. Nello Puccini (sales agent), 10 Via San Tommaso, I 56029—Santa Croce Sull'Arno (Pisa). WTD 8/67.

326 Pottery, related products

SPAIN—Vitreous china plumbing fixtures, china, earthenware fittings; bathroom, toilet accessories. Vici Import (importer, agent), Leon y Castillo 10, Las Palmas de Gran Canaria, Canary Islands. WTD 8/67.

329 Abrasive, asbestos, nonmetallic mineral products

ENGLAND—Acoustic tiles, all materials used in ceilings and partitioning for acoustic correction. Ceilings (Birmingham) Ltd. (contractor), 79 Church Road, Moseley, Birmingham 13, Warwickshire. WTD 8/10/67.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Industrial and aircraft fasteners. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

SPAIN—Light builders' hardware; hand tools for all phases of light building construction. Vici Import (importer, agent), Leon y Castillo 10, Las Palmas de Gran Canaria, Canary Islands. WTD 8/67.

349 Fabricated metal products

ENGLAND—Valves, mechanical, for chemical and petro-chemical process plants. Allan Walling and Partners (engineers agent), 14 Sunbury Court Island, Sunbury-on-Thames, Middlesex. WTD 8/14/67.

NETHERLANDS—Boiler and central heating supplies such as valves, vacuum, other pumps, flow meters, regulators. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

351 Engines, turbines

PAKISTAN—Engines, diesel. Requests catalogs, quotations, c. & f., Karachi. Khadim Ali Shah Bukhari (importer), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/67.

THAILAND—Gasoline or diesel engines, 3-5 hp. C.i.f. prices, catalogs requested. Exclusive agency. Bangkok Novelty Co., Ltd. (importer, distributor), PO. Box 352, Bangkok. WTD in preparation.

353 Construction, mining, materials handling machinery

CANADA—Equipment, tools, machinery for construction, building trades industries. Sarnia Scaffolds Ltd. (manufacturer, importer, retailer), Box 1014, St. Catharines, Ontario. WTD 8/10/67.

ENGLAND—Mechanical or materials handling standard units other than forklift trucks or materials handling equipment which is integral part of production or process line; mineral and chemical crushing, screening equipment or plants. Allan Walling and Partners (engineers agent), 14 Sunbury Court Island, Sunbury-on-Thames, Middlesex. WTD 8/14/67.

Line marking equipment for highways and industrial use, preferably equipment suitable for use with thermoplastic materials. Walker's Mechanical Cleansing Ltd. (sales agents), Rockingham Road, Market Harborough, Leicestershire. WTD 8/14/67.

FRANCE—Seismic drilling and boring equipment and accessories, including earth- and rock-drilling machinery of modern types, from light to heavy-duty units. Ateliers Mecaniques de Saint-Gaudens (manufacturer), Route de Barbazan; 31- Valentine, Haute-Garonne. WTD 8/67.

THAILAND—Concrete truck mounted mixers, c.i.f. prices, catalog requested. Direct purchase and agency. C.K.R. Motors Ltd. (importer, wholesaler), 50 Rama 1 Road, Bangkok. WTD 9/66.

Complete line of road construction, earthmoving equipment. C.i.f. prices, catalogs requested. Direct purchase and agency. C.K.R. Motors Ltd. (importer, wholesaler), 50 Rama I Road, Bangkok. WTD 9/66.

Asphalt plant, portable type. C.i.f prices, catalog requested. Direct purchase and agency. C.K.R. Motors Ltd. (importer, wholesaler), 50 Rama I Road, Bangkok. WTD 9/66.

354 Metalworking machinery

ENGLAND—Carbide cutting tools. The Mollart Engineering Co. Ltd. (manufacturers, exporters), Hook Rise South, Kingston-By-Pass, Surbiton, Surrey. WTD 8/14/67.

GERMANY—All types of wire coiling machines, including for stator and armature coils, wire cutting machines. Eberhard Henkel KG (distributor, sales agent), 6083 Walldorf, Postfach 310. WTD 8/67.

355 Special industry machinery

BRAZIL—Dehydrating equipment for coffee, fruits, other vegetables. Tecfril S.A. Industria e Comercio (manufacturer, agent), Rua Corrientes 130, Sao Paulo. WTD 7/67.

GERMANY—Machinery for production of ball bearings for electrical, electronics industries. Eberhard Henkel KG (distributor, sales agent), 6083 Walldorf, Postfach 310. WTD 8/67.

SOUTH AFRICA—Machinery, equipment, and materials used by the printing, lithographic, screenprinting, bookbinding trades. Direct purchase and agency. Elantis Agencies (Pty.) Ltd. (importing distributor, manufacturers' agent), P.O. Box 1957, Cape Town, Cape Province. WTD in preparation.

356 General industrial machinery

GERMANY—Packaging, wrapping machines; labeling, marking machines; stencil cutting machines. Oluf V. Jensen, Maschinen Import- und Vertriebs AG (wholesaler, importer), 6233 Kelkheim/Ts., Postfach 106. WTD 8/67.

358 Service industry machines

AUSTRIA—Automatic merchandising machines with or without coin-operated mechanism. Ignaz Gellert & Co. (manufacturers' representative), K.G., Kegelgasse 27, A-1035 Vienna. WTD 5/67.

ENGLAND—Vacuum cleaners, heavy duty, for industrial, municipal applications. Walker's Mechanical Cleansing Ltd. (sales agents), Rockingham Road, Market Harborough, Leicestershire. WTD 8/14/67.

365 Radio, television receiving sets

NETHERLANDS—Professional and home recording instruments, tape recorders, related products, including airborne. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

366 Communication equipment

NETHERLANDS—Marine and aviation navigation and radar equipment including electronic, especially for harbor, coastal use. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

367 Electronic components, accessories

ENGLAND—Precision electronic components and electromechanical/electromagnetic devices. A.P. Besson and Partner Ltd. (manufacturers), St. Joseph's Close, Hove, Sussex. WTD 8/11/67.

NETHERLANDS—Aviation and navigation electronics, medical electronics and electronic teaching aids, medium sized industrial electronic equipment. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Automobile parts, accessories. Requests catalogs, quotations, c. & f., Karachi. Meskay Corp. (importer), 4 Karachi Chamber, McLeod Road, Karachi. WTD 6/67.

372 Aircraft, parts

NETHERLANDS—New and advanced types aviation equipment, accessories; especially aircraft auxiliary equipment. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaan, The Hague. WTD 6/3/66.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Technical industrial laboratory equipment, navigational instruments. Technische Handelmaatschappij Hollinda N.V. (importer, wholesaler), 112 Stadhouderslaand, The Hague. WTD 6/3/66.

PAKISTAN—Navigation instruments, nautical. Requests catalogs, quotations, c. & f., Karachi. Electrotechnik Ltd. (importer), 23/24 Dilkusha Chambers, Marston Road, Karachi. WTD 1/67.

SOUTH AFRICA—Laser scientific and engineering equipment. Polyrite (Pty) Ltd. (manufacturer, distributor, indent agent), Van der Stel Bldg., Durban Road, Belleville, Cape Province. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Material testing instruments.

Eberhard Henkel KG (distributor, sales agent), 6083 Walldorf, Postfach 310. WTD 8/67.

384 Surgical, medical, dental instruments, safety devices

FRANCE—Personal safety appliances, equipment; respirators, gas masks, life preservers, protective clothing. Tradinter, S.A.R.L. (wholesaler, agent), 12, Rue St Merri, Paris, 4eme. WTD 3/67.

395 Pens, pencils, office, artists' materials

GERMANY—Marking devices. Oluf V. Jensen, Maschinen Import- und Vertriebs AG (wholesaler, importer), 6233 Kelkheim/Ts., Postfach 106. WTD 8/67.

622 Commodity contracts, brokers, dealers

ENGLAND—Metalliferous ores and metals, ferrous or non-ferrous. Agency or brokerage. H. A. Watson and Co. (1966) Ltd. (broker), 448 Derby House, Exchange Buildings, Liverpool 2. WTD 8/11/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated August.

Business Firms—Kenya.
Dry Goods and Clothing—Importers and Dealers—Iran.
Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers and Dealers—Federal Republic of Germany and West Berlin.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Federal Republic of Germany and West Berlin.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Nicaragua.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Philippines.
Mining Companies and Exporters of Ores—Ceylon.
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—United Kingdom.
Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Peru.
Plastics Materials—Importers, Dealers and Manufacturers—Uruguay.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—As part of its plan to keep pace with the growing industrial development of the State as a whole, the capital city of Queensland—Brisbane—has joined the ranks of the many major cities of the world which are undertaking programs to modernize the city center. Concrete planning began in 1964 when a local architect, Arthur Bligh, conceived a **15-block redevelopment project** to include an Arts Center, a new international class hotel and shopping and recreation areas. The entire project was incorporated in a formal publication which is now available to those interested in participating.

The plan was received enthusiastically by both the City and State Governments. Moves are now underway to obtain financing for this project, estimated at $45 million. It is realized that this is a long-term proposition but the city is already committed by the recovery of some of the land required and the demolition of the buildings. In brief, the redevelopment will provide, in addition to the **Arts Center and hotel, an underground parking area, a centralized administration and terminal for the State Railroads, 4½ acres of traffic-free shopping space, multi-story office buildings and apartments, a department store and elevated concourses and landscaped recreation areas.**

So that the project will not be hampered by trying to stand alone, the City is also proceeding with the implementation of the $27 million Wilbur Smith traffic plan which is designed to modernize the traffic flow and provide free movement to and from the city.

As tenders are announced for construction of various aspects of either plan, they will be reported.

Interested developers may obtain copies of the publication on the project from the Dept. of the Coordinator-General of Public Works, Administration Building, George and Elizabeth Streets, Brisbane, and U.S. firms may obtain copies on 5-day loan from the U.S. Dept. of Commerce, Office of Marketing and Services, Service Industries Div., BDSA-628 (Attn: P.A.), Washington D.C. 20230.

LEBANON (1L£=$.33)—Lebanon has announced that it hopes to implement **16 development projects** in the near future amounting to approximately L£ 323 million. Reportedly, these projects probably will not be submitted for international tenders but would be negotiated directly with interested firms, especially those able to offer financing over eight or more years.

The projects under this program, with their responsible agencies and estimated costs, are as follows: Beirut **port installations**—L£ 15 million (import component perhaps five)—Executive Council for Major Projects (C.E.G.P.); **wheat silos** at Beirut Port—L£ 12 million (four already earmarked)—C.E.G.P.; Lebanese **University Campus in Shweifat**—L£ 28 million—C.E.G.P.; **vocational schools**—L£ 12 million—Buildings Directorate; **military hospital**—L£ 12 million—Ministry of National Defense; **completion of first stage of modern prison**—L£ 6 million—Ministry of National Defense; **irrigation projects in South Beka'a**—L£ 25 million—National Litani office; **irrigation projects in Hermel**—L£ 17 million—Ministry of Hydroelectric Resources; **irrigation projects in South Lebanon up to 800-meter level** (high import component because of siphons required)—L£ 25 million—National Litani office; **Tabarja-Tripoli Super Highway** (excluding sequestration)— L£ 80 million—C.E.G.P.; **Khaldeh-Damour Super Highway**—L£ 10 million—C.E.G.P.; **housing scheme**—L£ 40 million—Building Directorate; **purchase of electric and telephone equipment and laying of cable between Lebanon and Europe**—L£ 55 million—Ministry of P.T.T.; Realignment of Beirut River—L£ 15 million—C.E.G.P.; **studies for Damour-Soor Super Highway and Beirut-Beka'a Super Highway** (with tunnels)—L£ 4 million—C.E.G.P.; Akkar irrigation studies—L£ 6 million—C.E.G.P.

MEXICO—Lic. Francisco Medina Ascencio, Governor of Jalisco, has confirmed newspaper reports that foreign contractors have indicated interest in building a subway in Guadalajara, and are willing to make preliminary feasibility studies. The Governor expressed the view that if Guadalajara is ever to have a subway, the time to build it would be now before the erection of large office buildings downtown makes the project more costly and difficult. He also stated that he would welcome queries from U.S. contractors who might be interested in exploring the possibilities.

Requests for further information should be addressed directly to the Governor, as follows: Lic. Francisco Medina Ascencio, Gobernador de Jalisco, Palacio de Gobierno, Guadalajara, Jalisco, Mexico.

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Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Leo Berthold, Torque S.A. Industria e Comercio de Maquinas Eletricas, Rua Barao de Itapetininga 275, 4 andar, Sao Paulo, **interested in discussing licensing agreement with U.S. manufacturers of rolling bridges, cranes, hoists, related equipment, and requesting technical information.** Mid-Sept. via New York for 2 weeks. c/o Hotel Schingler, 57 W. 45th St., New York 36, N.Y. Itinerary: New York; Alliance, Ohio. WTD 4/28/65.

BRAZIL—Reynaldo J. P. D'Angelo, Representacoes Tecnicas do Brasil S/C Ltda, Sao Paulo, **interested in agencies for chemical machinery and equipment and industrial chemicals, and requesting technical information.** Aug. 20 via Miami for indefinite stay. c/o Dept. of Commerce Field Offices on itinerary. Itinerary: Miami, Los Angeles, New York. WTD 6/67.

JAPAN—Masami Sasakawa, Deputy Chief of Investigation Dept., Kobe Chamber of Commerce & Industry, 1-6, Kaigan-dori Ikuta-ku, Kobe, **interested in talking with U.S. Government officials about small enterprises in the U.S.** Aug. 27 via Seattle for 18 days. c/o Taft Hotel, 7th Ave. at 50th St., New York, N.Y. Itinerary: 9/3-9/7 Chicago, 9/7-9 Washington, 9/9-14 New York.

SOUTH AFRICA—V. Schroder, Ninian & Lester (Pty.) Ltd., 915 Umgeni Road, Durban, **interested in new developments in circular, warp and raschel knitted fabrics** with view to possible manufacture under license. Sept. 4 via New York for 10 days. c/o Affiliated Exporters Inc., 10 E. 34th St., New York, N.Y. 10016. Itinerary: New York, Chicago. WTD 12/8/66.

Leads for Importers

Commodities are offered direct unless specified

208 Beverage industries

SPAIN—Sherries, table wines, brandies, liquors. Rafael O'Neile (producer, wholesaler, exporter), Plaza del Cid, 4, Jerez de la Frontera, Cadiz. WTD 1/5/66.

242 Sawmills, planing mills

BRAZIL—Rosewood, goncalo alves, sucupira, brauna, pau d'arco, sawed or in logs. Direct sale or through well-established agents. Serraria Beca Ltda. (exporter, sawmill, wholesaler), Caixa Postal 729, Vitoria, Estado do Espirito Santo. Avenida Jeronimo Monteiro 124, 4° andar, sala 408, Vitoria. WTD 6/29/66.

COLOMBIA—Woods in log form; mahogany, red cedar, special wood for crossties. The Cooperativa Integral de Exportadores, H. B. Lennert Co., 261 Broadway, New York, N.Y. 10007.

343 Heating apparatus

NETHERLANDS—Equipment for destroying soiled paper articles used for medical purposes. N. V. Hotex (wholesaler), 17-19 Pansierstraat, The Hague. WTD 8/67.

346 Metal stampings

SWEDEN—Metal stampings, sub-assemblies. Svenska Stalpressnings AB (manufacturer), Olofstrom. WTD 8/9/67.

354 Metalworking machinery

SWEDEN—Dies, assembly-fixtures for automotive, other industries. Svenska Stalpressnings AB (manufacturer), Olofstrom. WTD 8/9/67.

399 Manufacturing industries

MOROCCO—Hand-made rugs, hand-made leather, brass and copper Moroccan artisanal items; wicker-works, Moroccan type blankets. Price list available upon request. Peter Haas, B.P. 722, Casablanca. WTD 8/67.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogan Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

New Books and Reports

***Planning and Development in Iran.* By George B. Baldwin. Published by the Johns Hopkins Press. Maryland. 1967. 212pp. $6.95.**

On the advice of the World Bank and several Iranian and foreign experts, an Iranian Economic Bureau was established inside the national development agency in 1957, following the nationalization of the Iranian oil industry. Although such an arrangement had worked well in Pakistan, it failed in Iran.

Despite this setback, Iran's economic development has proceeded successfully, but not in ways envisioned by the economic planners.

Mr. Baldwin reconciles economic theory with the political, cultural and institutional problems involved in trying to plan economic development. He describes in practical terms the operation of economic planning in a developing country; shows how difficult it is to make and implement development plans in the face of adverse political and cultural factors; and makes clear that economic planning and economic development do not necessarily go together.

The author shows, however, that Iran continues to benefit from what has been one of the more important planning experiments in the Middle East, although it came far from meeting original expectations. He explains, in non-theoretical operational terms, how the 1962-67 Development Plan was formulated.

Write: Johns Hopkins Press, Baltimore, Md. 21218.

***The U.S. Consulting Engineer in Water Resources Development.* Published by the Consulting Engineers Council. Washington, D.C. 1967. 12pp. Free.**

This pamphlet describes the services, capabilities and other information of U.S. consulting engineers specializing in the field of water resources development in the United States and abroad.

It lists and explains services of consulting engineers in reclamation, flood control, water supply, pollution control, industrial processes, erosion control, water treatment, sewage treatment and disposal, recreation and navigation, fish and wildlife, and related areas.

Write: Consulting Engineers Council, 1155 15th St. NW., Suite 410-413, Washington, D.C. 20005.

Ecuadorean petroleum and mining books available

The Mines and Hydrocarbons Department of the Ecuadorean Ministry of Industries and Commerce has announced the availability of the following publications:

- Petroleum Statistics, 1925-65 (181 pp., 18 charts, Spanish) $5.
- Petroleum Statistics, 1965 (18 pp., 3 charts, Spanish) $2.
- Petroleum Statistics, 1966 (95 pp., Spanish) $3.
- Mining Statistics, 1932-66 (60 pp., 10 charts, Spanish) $10.
- Mining Statistics, 1966 (20 pp., Spanish) $3.
- Index of Laws, Decrees, Contracts and Various Matters Relating to the Mining and Petroleum Industries, 1929-66 (117 pp., Spanish) $10.
- Index of Laws, Decrees, Contracts and Various Matters Relating to the Mining and Petroleum Industries, 1966 (6 pp., Spanish) $1.
- Preliminary Geological Study on the Petroleum Possibilities of the Sedimentary Banks of Ecuador (94 pp., 5 maps, Spanish) $15.
- Geological Report on the Coast of Ecuador (150 pp., 4 maps, Spanish) $10.
- Geological Report on the Coast of Ecuador (137 pp., 4 maps, English) $10.
- Petroleum Law of Ecuador, Supreme Decree No. 1464, Annotated Edition, (42 pp., English) Free.
- Supreme Decree No. 2830; Supreme Decree No. 1208, Annotated Edition (6 pp., English) Free.
- Program of Petroleum Development (43 pp., 5 charts) Free.

Write: Proveeduria del Ministerio de Industrias y Comercio, Quito, Ecuador. (Checks payable to Ministerio del Industrias y Comercio, for cost plus postage.)

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Jamaica. OBR 67-38. This booklet contains information on geography and climate, population, education, government, structure of the economy, agriculture, industrial sectors, transportation and communications, labor force, finance, foreign trade, development planning and outlook for the economy of Jamaica.

U.S. Foreign Trade 1960-66 (Annual). OBR 67-43. This report is a compilation of 19 tables illustrating U.S. imports and exports by value, principal commodities, geographic areas and principal countries; and share of total exports and imports from selected foreign countries.

Establishing a Business in Ethiopia. OBR 67-44. This report covers the investment climate, legislation governing investment, types of business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities and investment information services. An appendix reprints the 1966 Investment Proclamation.

Basic Data on the Economy of the Republic of Ivory Coast. OBR 67-45. Information is included on form of government, education, structure of the economy, agriculture, mining, industry, power, transportation and communications, insurance, finance, foreign trade, marketing, program for economic development, government representation.

Foreign Trade Regulations of Colombia. OBR 67-46. The following are discussed: trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, labeling and marking requirements, nontariff import controls, Colombia's export controls, U.S. controls, government representation.

Establishing a Business in Iran. OBR 67-47. The same topics covered in the above report on Ethiopia are included for Iran, with the appendix containing the Law on the Attraction and Protection of Foreign Capital Investments of 1955.

Foreign Trade Regulations of Ecuador. OBR-67-48. The same topics listed above for Colombia are included in this report on Ecuador.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—301-954/8

Calendar *for international traders*

ALBUQUERQUE—Sept. 18—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

CEDAR RAPIDS, Ia.—Sept. 19—Foreign Trade Bureau Meeting, 7:45 p.m., Roosevelt Hotel. Speaker: Rudy Schanken, Dir., International Administration, Collins Radio Data Processing. Sponsor: Foreign Trade Bureau, Chamber of Commerce.

CHICAGO—Sept. 12—Automotive Exporter's Club, Builders Bldg. Sponsor: Automotive Exporter's Club.

CHICAGO—Sept. 14—International Trade Club, LaSalle Hotel. Speaker: Dr. Eugene M. Braderman, Deputy Asst. Sec'y of State for Commercial Affairs & Business Activities. Sponsor: International Trade Club.

DALLAS—Sept. 12—Export Documentation Conference, 9 a.m. Speakers: **Frederick Brooks, Office of Export Control;** William W. Follett, Dallas Bureau of Customs. Sponsors: REEC; Commerce Field Office.

DETROIT—Sept. 12—"What you should know about exporting," a how-to-get-started workshop, Room 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

DOYLESTOWN, Pa.—Sept. 11—International Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, Route 611, 5:30 p.m.

GREEN BAY, Wis.—Sept. 13—International Trade Seminar, Hotel Beaumont. Sponsors: Spector Freight Systems, Inc.; REEC.

KANSAS CITY—Sept. 12—Meeting for Exporters, 6 p.m. Muehlebach Hotel. Sponsors: Commerce Field Office, REEC; International Trade Club.

KANSAS CITY—Sept. 14—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MEMPHIS—Sept. 14—Export Workshop, First National Bank. Sponsors: First National Bank, REEC, Commerce Field Office.

MEMPHIS—Sept. 19—Export Workshop, Texas Transport & Terminal Co. Sponsors: Texas Transport, REEC, Commerce Field Office.

MINNEAPOLIS—Sept. 13—Minn. World Trade Assn. dinner meeting, Holiday Inn Central. Speaker: D. Kenneth Christenson, Northrup, King & Co. and chairman, Minn. REEC.

Planning fall dates?

Plan your fall schedules now—add yours to these fall dates in the "Calendar for International Traders." Information for publication should be submitted at least two weeks before the date of the issue in which it is to appear. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
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Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

MINNEAPOLIS—Sept. 19—In-Office Export Conference, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

NEW YORK—Sept. 12—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Francis X. Boylan, president, FCIA.

NEW YORK—Sept. 14—Overseas Automotive Club meeting, Embassy A Room, Summit Hotel, 12 noon.

NEW YORK—Sept. 19—FCIB Hardware-Automotive & Allied Trades Group meeting, Advertising Club, 12:30 p.m.

OAKLAND, Cal.—Sept. 14—Intermodal Transportation Symposium, Goodman's, 9 a.m. Sponsor: California Council for International Trade.

OKLAHOMA CITY—Sept. 19—Businessmen's Consultation, Chamber of Commerce, 9:30 a.m., William H. Collins, member of Trade Mission to Brazil. Sponsors: REEC; Oklahoma City Chamber of Commerce; Commerce Field Office.

PHILADELPHIA—Sept. 14—In-Office Meeting, 10 a.m., with Dept. of Commerce marketing aids and services. Sponsor: Commerce Field Office.

PITTSBURGH—Sept. 14—First of five weekly Export Trade Seminars, "How to Sell Internationally," 7 p.m. Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

READING, Pa.—Sept. 13—Reading Foreign Traders Assn. monthly meeting, Abraham Lincoln Hotel, 5:30 p.m.

ST. LOUIS—Sept. 12—"Show You" Export Workshop, Conference Room, Federal Building. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Sept. 15—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

ST. LOUIS—Sept. 18—First of eight weekly Export Trade Seminars, 7 p.m., St. Louis University. Sponsors: REEC; St. Louis Univ.; World Trade Club; Commerce Field Office.

ST. LOUIS—Sept. 19—"Show You" Export Workshop, Conference Room, Federal Bldg. Sponsors: REEC, Commerce Field Office.

SAN FRANCISCO—Sept. 13—General Export Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg. Sponsor: Commerce Field Office.

YORK, Pa.—Sept. 19—World Trade Council of York monthly meeting, York Area Chamber of Commerce offices, 12 noon.

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